


3 1761 11765310 5









Digitized by the Internet Archive  
in 2022 with funding from  
University of Toronto

<https://archive.org/details/31761117653105>





CA1  
IST 20  
-S 51

Special  
Publication

165

# MACHINE SHOP INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada







TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Machine Shop Industry (SIC 3081)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	907					
Low sales value (\$000's)	(1)	(1)	71	182	452	
High sales value (\$000's)	(1)	71	182	452	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	21.3	17.6	21.8	20.1	25.7	87.3	24.4	21.5	26.8	22.3	26.8
Occupancy expenses	12.3	16.1	13.8	10.6	8.8	99.8	12.4	16.1	13.8	10.7	8.8
Depreciation	5.6	7.2	6.2	4.7	4.1	94.4	5.9	7.9	6.7	4.9	4.2
Repairs & maintenance	1.3	2.1	1.2	0.9	1.0	71.6	1.9	3.5	1.6	1.4	1.3
Heat, light & telephone	2.2	2.6	2.7	1.9	1.7	96.4	2.3	2.8	2.7	2.0	1.7
Rent	3.2	4.1	3.7	3.0	2.0	61.8	5.2	8.1	6.2	4.6	2.8
Personnel expenses	31.2	18.1	30.1	37.6	38.8	90.8	34.3	25.8	31.1	38.8	39.0
Financial expenses	3.1	2.7	4.0	2.8	2.8	94.8	3.3	3.2	4.0	2.9	2.8
Interest & bank charges	2.0	1.3	2.7	1.9	2.0	83.6	2.4	2.1	3.1	2.1	2.2
Professional fees	1.1	1.3	1.3	0.9	0.8	87.2	1.3	2.0	1.4	1.0	0.9
Other expenses	19.2	24.7	17.6	18.2	16.3	99.9	19.2	24.7	17.6	18.3	16.3
Profit (loss)	12.9	20.9	12.6	10.7	7.5	99.1	13.0	20.9	13.0	10.8	7.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 3081 - Machine Shop Industry

Businesses primarily engaged in manufacturing machine parts and equipment, other than complete machines, for the trade. This industry includes machine shops providing custom and repair services. Businesses primarily engaged in rebuilding or remanufacturing automotive engines are included here.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	786				
Low sales value (\$000's)	(1)	(1)	124	279	603
High sales value (\$000's)	(1)	124	279	603	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	64	8	27	58	164
Inventory	-	-	-	-	-
Other current assets	84	16	40	73	207
Total current assets	148	24	67	131	371
Fixed assets	126	33	53	116	297
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	28	9	9	16	79
<b>Total assets</b>	<b>303</b>	<b>65</b>	<b>136</b>	<b>263</b>	<b>747</b>
<b>Liabilities and equity</b>					
Current loans	19	2	7	18	48
Other current liabilities	69	17	28	64	167
Total current liabilities	88	19	35	82	215
Mortgages payable	-	-	-	-	-
Long term debt	11	4	4	10	27
Other liabilities	79	23	34	62	198
<b>Total liabilities</b>	<b>178</b>	<b>45</b>	<b>73</b>	<b>154</b>	<b>440</b>
<b>Total equity</b>	<b>125</b>	<b>20</b>	<b>63</b>	<b>109</b>	<b>306</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Machine Shop Industry (SIC 3081)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	786				
Low sales value (\$000's)	(1)	(1)	124	279	603
High sales value (\$000's)	(1)	124	279	603	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.9	1.6	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.4	2.2	1.2	1.4	1.4
Interest coverage ratio (times)	5.2	4.1	5.5	5.1	5.3
Debt ratio (times)	0.6	0.7	0.5	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Machine Shop Industry (SIC 3081)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	483				
Low sales value (\$000's)	(1)	(1)	138	303	654
High sales value (\$000's)	(1)	138	303	654	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	29	5	15	27	66
Depreciation	22	6	12	23	47
Other	-11	-	-8	-9	-27
<b>Dividends</b>	-13	-4	-6	-15	-27
<b>Investment activities</b>					
Disposal of fixed assets	4	-	3	5	10
Purchase of fixed assets	-40	-9	-14	-43	-95
Increase in investment	-3	-	-4	-1	-7
Decrease in investment	4	-	4	6	5
<b>Financing activities</b>					
Increase in long term debt	22	3	7	19	51
Repayment of long term debt	-16	-2	-7	-14	-39
Loans from shareholders	8	4	7	9	12
Repayment of loans from shareholders	-9	-4	-7	-8	-15
Advances & loans from government	1	-	-	-	3
Increase in equity	2	-	-	3	4
Decrease in equity	-2	-	-	-1	-7
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	2	1	-8
Cash & equivalents-Beginning of the year	17	9	14	13	31
Cash & equivalents - End of the year	15	7	15	13	23

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Machine Shop Industry (SIC 3081)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,915</b>	<b>379,437</b>	<b>16,991</b>	<b>236</b>	<b>226</b>
less than 20	1,701	171,685	7,658	226	218
20 - 99	196	159,135	7,183	8	6
100 - 499	16	X	1,636	1	2
500 and over	2	X	514	1	-
<b>1987</b>					
<b>Total</b>	<b>2,326</b>	<b>550,248</b>	<b>21,197</b>	<b>312</b>	<b>...</b>
less than 20	2,067	241,187	9,309	295	...
20 - 99	236	212,364	8,277	12	...
100 - 499	21	X	2,891	4	...
500 and over	2	X	720	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	983				
Average sales \$	294,763	45,157	108,225	223,209	802,461
Average expense \$	265,134	34,339	91,273	188,109	748,814
Average net profit (loss) \$	29,629	10,818	16,952	35,100	55,547
Businesses reporting a profit (No.)	849				
Average sales \$	298,613	44,908	109,352	227,527	812,664
Average expense \$	260,826	32,476	87,322	183,548	739,957
Average net profit \$	37,787	12,432	22,030	43,979	72,707
Businesses reporting a loss (No.)	134				
Average sales \$	270,991	48,496	101,592	199,787	734,087
Average expense \$	294,869	59,351	114,518	212,846	792,761
Average net loss \$	-23,878	-10,855	-12,926	-13,059	-58,674
<b>1986</b>					
Number of observations in sample	1,003				
Average sales \$	279,179	48,192	103,071	223,021	742,431
Average expense \$	258,978	40,358	95,803	207,331	692,420
Average net profit (loss) \$	20,201	7,834	7,268	15,690	50,011
Businesses reporting a profit (No.)	820				
Average sales \$	284,801	51,046	102,367	227,131	758,660
Average expense \$	252,553	39,315	88,225	199,866	682,804
Average net profit \$	32,248	11,731	14,142	27,265	75,856
Businesses reporting a loss (No.)	183				
Average sales \$	252,578	37,717	104,482	209,391	658,722
Average expense \$	282,321	44,188	110,986	232,089	742,019
Average net loss \$	-29,743	-6,471	-6,504	-22,698	-83,297
<b>1987</b>					
Number of observations in sample	998				
Average sales \$	343,350	44,813	120,282	290,276	918,030
Average expense \$	312,984	35,997	106,341	262,401	847,196
Average net profit (loss) \$	30,366	8,816	13,941	27,875	70,834
Businesses reporting a profit (No.)	804				
Average sales \$	346,606	44,986	120,884	288,152	932,400
Average expense \$	303,759	31,746	98,451	250,038	834,802
Average net profit \$	42,847	13,240	22,433	38,114	97,598
Businesses reporting a loss (No.)	194				
Average sales \$	330,363	44,147	118,414	303,631	855,260
Average expense \$	356,168	52,352	130,854	340,132	901,332
Average net loss \$	-25,805	-8,205	-12,440	-36,501	-46,072

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
IST 20  
-S 51

Publication

# MANAGEMENT CONSULTING SERVICES

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,359				
Low sales value (\$000's)	(1)	(1)	36	54	107
High sales value (\$000's)	(1)	36	54	107	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	7.3	6.0	7.2	6.8	9.2	71.0	10.3	11.4	10.7	9.1	10.3
Depreciation	2.3	2.0	2.7	2.3	2.4	56.7	4.1	5.0	5.9	3.7	3.0
Repairs & maintenance	0.3	0.4	0.1	0.2	0.5	18.4	1.8	2.5	1.5	1.5	1.7
Heat, light & telephone	1.3	0.7	1.2	1.4	1.7	47.8	2.7	2.5	3.0	2.7	2.5
Rent	3.3	2.9	3.1	2.8	4.6	43.5	7.7	9.4	7.4	7.7	7.1
Personnel expenses	21.1	9.2	14.9	25.6	34.8	51.5	41.1	36.5	40.3	43.3	41.2
Financial expenses	4.2	3.0	4.1	4.1	5.4	65.9	6.3	7.4	7.1	5.7	5.8
Interest & bank charges	1.5	1.0	2.2	1.1	1.8	42.9	3.5	3.6	6.7	2.5	2.6
Professional fees	2.7	2.0	1.9	3.1	3.6	58.3	4.6	6.7	4.0	4.7	4.1
Other expenses	22.6	18.6	21.9	21.4	28.3	83.0	27.2	29.5	26.7	24.2	28.8
Profit (loss)	44.9	63.1	51.9	42.2	22.3	97.3	46.1	63.5	54.4	43.6	22.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, office systems management consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	909				
Low sales value (\$000's)	(1)	(1)	51	92	208
High sales value (\$000's)	(1)	51	92	208	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	22	4	8	13	63
Inventory	-	-	-	-	-
Other current assets	60	20	23	67	130
Total current assets	82	23	31	80	193
Fixed assets	35	6	14	22	97
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	51	36	23	24	119
<b>Total assets</b>	<b>168</b>	<b>65</b>	<b>68</b>	<b>127</b>	<b>409</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	5	22
Other current liabilities	54	23	22	37	132
Total current liabilities	62	25	26	42	154
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	1	3
Other liabilities	45	23	20	38	99
<b>Total liabilities</b>	<b>108</b>	<b>49</b>	<b>47</b>	<b>81</b>	<b>256</b>
<b>Total equity</b>	<b>59</b>	<b>16</b>	<b>21</b>	<b>46</b>	<b>154</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Management Consulting Services (SIC 7771)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	909				
Low sales value (\$000's)	(1)	(1)	51	92	208
High sales value (\$000's)	(1)	51	92	208	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.9	1.2	1.9	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	3.0	2.2	1.8	1.7
Interest coverage ratio (times)	9.6	3.5	9.2	11.8	10.0
Debt ratio (times)	0.6	0.8	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	418				
Low sales value (\$000's)	(1)	(1)	51	95	211
High sales value (\$000's)	(1)	51	95	211	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	2	4	19	71
Depreciation	7	2	10	3	12
Other	4	3	6	18	-13
<b>Dividends</b>	-9	-4	-3	-8	-21
<b>Investment activities</b>					
Disposal of fixed assets	3	1	-	3	7
Purchase of fixed assets	-27	-3	-58	-12	-32
Increase in investment	-13	-6	-12	-7	-26
Decrease in investment	8	9	6	4	15
<b>Financing activities</b>					
Increase in long term debt	9	3	9	5	18
Repayment of long term debt	-5	-2	-2	-3	-13
Loans from shareholders	15	13	8	14	26
Repayment of loans from shareholders	-21	-22	-7	-22	-35
Advances & loans from government	-	-	-	-	1
Increase in equity	10	-	33	-	4
Decrease in equity	-1	-	-	-	-4
Other	-	-	-	1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	4	-4	-5	16	9
<b>Cash &amp; equivalents-Beginning of the year</b>	22	10	3	41	32
<b>Cash &amp; equivalents - End of the year</b>	26	7	-2	56	41

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	10,903	1,030,350	51,868	2,458	1,760
less than 20	10,304	494,729	24,149	2,334	1,693
20 - 99	453	248,031	12,295	93	62
100 - 499	115	183,280	9,166	21	5
500 and over	31	104,310	6,258	10	-
1987					
Total	13,852	1,649,290	69,059	2,932	...
less than 20	12,993	762,687	31,959	2,768	...
20 - 99	674	459,149	18,980	120	...
100 - 499	152	284,906	11,984	44	...
500 and over	33	142,548	6,136	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Canada, Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	803				
Average sales \$	141,507	29,728	51,054	100,816	384,428
Average expense \$	107,851	15,382	32,652	77,550	305,321
Average net profit (loss) \$	33,656	14,346	18,402	23,266	78,607
Businesses reporting a profit (No.)	719				
Average sales \$	141,805	29,680	52,009	101,389	384,141
Average expense \$	99,148	10,856	27,816	72,331	285,590
Average net profit \$	42,657	18,824	24,193	29,058	98,551
Businesses reporting a loss (No.)	84				
Average sales \$	140,116	30,020	46,236	97,930	386,278
Average expense \$	159,957	42,819	57,047	103,856	436,106
Average net loss \$	-19,841	-12,799	-10,811	-5,926	-49,828
<b>1986</b>					
Number of observations in sample	1,076				
Average sales \$	127,425	30,543	47,168	90,688	341,300
Average expense \$	95,873	12,751	26,573	68,688	275,478
Average net profit (loss) \$	31,552	17,792	20,595	22,000	65,822
Businesses reporting a profit (No.)	971				
Average sales \$	129,461	30,306	47,291	92,028	348,217
Average expense \$	87,586	9,685	22,010	57,372	261,277
Average net profit \$	41,875	20,621	25,281	34,656	86,940
Businesses reporting a loss (No.)	105				
Average sales \$	117,928	32,321	46,457	85,528	307,404
Average expense \$	136,467	35,756	52,766	112,270	345,074
Average net loss \$	-18,539	-3,435	-6,309	-26,742	-37,670
<b>1987</b>					
Number of observations in sample	1,534				
Average sales \$	117,655	29,666	43,957	73,692	323,303
Average expense \$	82,451	10,383	20,464	44,828	254,130
Average net profit (loss) \$	35,204	19,283	23,493	28,864	69,173
Businesses reporting a profit (No.)	1,321				
Average sales \$	119,995	29,685	44,149	73,240	332,905
Average expense \$	76,406	6,645	15,974	36,854	246,150
Average net profit \$	43,589	23,040	28,175	36,386	86,755
Businesses reporting a loss (No.)	213				
Average sales \$	105,584	29,501	42,708	76,539	273,586
Average expense \$	120,772	42,928	49,724	94,984	295,453
Average net loss \$	-15,188	-13,427	-7,016	-18,445	-21,867

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







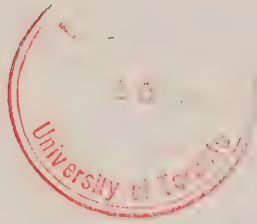


CA1  
IST 20  
-S 51

# MASONRY WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	605					
Low sales value (\$000's)	(1)	(1)	47	96	187	
High sales value (\$000's)	(1)	47	96	187	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.1	16.7	16.9	17.2	17.4	66.0	25.8	26.9	27.7	25.2	23.9
Occupancy expenses	5.6	6.6	5.5	5.4	4.8	96.6	5.8	7.5	5.6	5.4	4.9
Depreciation	2.6	3.3	2.3	2.6	2.4	83.7	3.2	4.9	2.7	3.0	2.5
Repairs & maintenance	1.1	1.2	1.2	0.9	0.9	44.6	2.4	3.3	2.6	2.0	1.8
Heat, light & telephone	0.6	0.6	0.7	0.5	0.5	59.6	0.9	1.4	1.1	0.7	0.7
Rent	1.3	1.7	1.3	1.4	1.0	53.1	2.5	5.4	2.3	2.3	1.5
Personnel expenses	31.5	19.3	23.0	37.1	46.6	86.9	36.3	26.7	28.4	39.0	47.1
Financial expenses	1.6	1.5	1.3	1.8	1.7	91.3	1.7	1.9	1.4	1.8	1.7
Interest & bank charges	0.8	0.9	0.5	0.8	1.0	63.5	1.3	2.0	0.8	1.2	1.2
Professional fees	0.8	0.6	0.8	1.0	0.7	83.5	0.9	0.9	1.0	1.1	0.7
Other expenses	22.2	22.4	26.8	20.8	19.0	100.0	22.2	22.4	26.8	20.8	19.0
Profit (loss)	22.0	33.4	26.6	17.7	10.6	99.3	22.2	33.7	26.6	18.0	10.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4231 - Masonry Contractors

Businesses primarily engaged in conventional or specialty masonry work, except interior marble work. Installation of architectural stone, blocklaying, brick or stone lining (chimney, kiln, boiler, etc.) bricklaying, installation of granite (exterior work), installation of marble (exterior work), masonry work, installation of ornamental stone, pointing masonry, installation of slate (exterior work), stone cutting and setting and the installation of veneer facing stone or brick are included.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	357				
Low sales value (\$000's)	(1)	(1)	108	183	355
High sales value (\$000's)	(1)	108	183	355	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	4	7	20	93
Inventory	-	-	-	-	-
Other current assets	43	7	23	37	102
Total current assets	74	11	30	58	195
Fixed assets	35	8	18	41	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	6	5	25
<b>Total assets</b>	<b>118</b>	<b>22</b>	<b>54</b>	<b>104</b>	<b>290</b>
<b>Liabilities and equity</b>					
Current loans	7	2	2	8	17
Other current liabilities	42	8	15	47	98
Total current liabilities	49	10	17	55	115
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	1	1
Other liabilities	18	10	12	16	35
<b>Total liabilities</b>	<b>68</b>	<b>20</b>	<b>29</b>	<b>72</b>	<b>151</b>
<b>Total equity</b>	<b>50</b>	<b>2</b>	<b>25</b>	<b>32</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Masonry Work (SIC 4231)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	357				
Low sales value (\$000's)	(1)	(1)	108	183	355
High sales value (\$000's)	(1)	108	183	355	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.8	1.1	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.4	9.8	1.1	2.2	1.1
Interest coverage ratio (times)	11.5	2.7	7.7	6.1	19.3
Debt ratio (times)	0.6	0.9	0.5	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	147				
Low sales value (\$000's)	(1)	(1)	113	200	381
High sales value (\$000's)	(1)	113	200	381	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	3	6	17	70
Depreciation	7	2	5	8	15
Other	6	3	3	17	-1
<b>Dividends</b>	-4	-1	-2	-2	-14
<b>Investment activities</b>					
Disposal of fixed assets	3	-	1	7	5
Purchase of fixed assets	-17	-3	-7	-13	-43
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	10	1	1	26	13
Repayment of long term debt	-4	-	-1	-11	-4
Loans from shareholders	3	-	4	2	8
Repayment of loans from shareholders	-12	-	-1	-38	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	16	5	7	14	38
<b>Cash &amp; equivalents-Beginning of the year</b>	8	7	11	-23	43
<b>Cash &amp; equivalents - End of the year</b>	24	12	18	-15	81

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Masonry Work (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,394	287,666	11,887	590	409
less than 20	3,241	159,416	6,564	579	387
20 - 99	144	109,295	4,543	9	20
100 - 499	9	18,955	780	2	2
500 and over	-	-	-	-	-
1987					
Total	4,450	588,560	20,761	987	...
less than 20	4,196	299,520	10,673	938	...
20 - 99	227	215,863	7,556	43	...
100 - 499	27	73,177	2,532	6	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Masonry Work (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,455				
Average sales \$	183,668	35,811	63,649	122,611	512,599
Average expense \$	156,680	27,206	49,517	107,007	482,989
Average net profit (loss) \$	16,988	8,605	14,132	15,604	29,610
Businesses reporting a profit (No.)	1,281				
Average sales \$	178,759	35,668	63,168	123,030	493,163
Average expense \$	156,403	25,239	46,577	104,129	449,665
Average net profit \$	22,356	10,429	16,591	18,901	43,504
Businesses reporting a loss (No.)	174				
Average sales \$	208,313	36,992	67,779	119,473	609,009
Average expense \$	223,758	43,388	74,759	128,554	648,331
Average net loss \$	-15,445	-6,396	-6,980	-9,081	-39,322
<b>1986</b>					
Number of observations in sample	1,727				
Average sales \$	177,950	35,608	68,488	129,395	478,307
Average expense \$	158,934	26,254	53,255	110,461	445,754
Average net profit (loss) \$	19,016	9,354	15,233	18,934	32,543
Businesses reporting a profit (No.)	1,460				
Average sales \$	174,625	35,484	67,869	128,713	466,434
Average expense \$	148,272	22,950	50,116	103,455	416,565
Average net profit \$	26,353	12,534	17,753	25,258	49,869
Businesses reporting a loss (No.)	267				
Average sales \$	190,983	36,066	73,221	132,236	522,409
Average expense \$	202,401	38,527	77,243	139,613	554,221
Average net loss \$	-11,418	-2,461	-4,022	-7,377	-31,812
<b>1987</b>					
Number of observations in sample	628				
Average sales \$	174,961	33,833	68,022	131,684	466,303
Average expense \$	150,179	22,835	51,012	108,889	417,981
Average net profit (loss) \$	24,782	10,998	17,010	22,795	48,322
Businesses reporting a profit (No.)	528				
Average sales \$	179,230	33,761	66,864	131,152	485,143
Average expense \$	148,906	19,741	46,432	102,691	426,758
Average net profit \$	30,324	14,020	20,432	28,461	58,385
Businesses reporting a loss (No.)	100				
Average sales \$	150,695	34,392	76,292	134,311	357,786
Average expense \$	159,365	46,833	83,719	139,484	367,423
Average net loss \$	-8,670	-12,441	-7,427	-5,173	-9,637

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
S 51 (OTHER GENERAL MERCHANDISE  
STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	773					
Low sales value (\$000's)	(1)	(1)	108	199	331	
High sales value (\$000's)	(1)	108	199	331	1	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.5	69.1	72.7	75.0	69.2	96.2	74.4	72.7	74.1	77.5	73.0
Occupancy expenses	6.2	8.5	6.4	5.1	4.7	99.2	6.2	8.7	6.4	5.1	4.7
Depreciation	1.3	1.5	1.7	1.1	1.1	76.7	1.7	2.5	2.1	1.3	1.2
Repairs & maintenance	0.7	0.9	0.8	0.5	0.6	77.7	0.9	1.4	1.0	0.6	0.7
Heat, light & telephone	1.7	2.1	1.9	1.4	1.2	93.3	1.8	2.6	1.9	1.4	1.3
Rent	2.5	4.0	2.0	2.1	1.8	53.9	4.6	7.0	4.0	4.3	3.1
Personnel expenses	6.5	6.5	5.8	5.2	8.4	80.9	8.0	9.9	7.6	6.1	8.7
Financial expenses	2.2	3.2	2.4	1.7	1.5	94.4	2.3	3.6	2.5	1.8	1.6
Interest & bank charges	1.7	2.6	1.7	1.4	1.2	81.1	2.1	3.6	2.0	1.7	1.4
Professional fees	0.5	0.6	0.7	0.4	0.3	85.0	0.6	0.8	0.8	0.4	0.4
Other expenses	9.8	10.3	7.9	7.9	13.0	100.0	9.8	10.3	7.9	7.9	13.0
Profit (loss)	3.9	2.4	4.8	5.0	3.2	98.3	3.9	2.5	4.8	5.2	3.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6413 - Other General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where one commodity line accounts for more than 50% of total revenue. General merchandise stores (except department stores and general stores), mail order offices of department stores and variety stores are included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	237				
Low sales value (\$000's)	(1)	(1)	178	322	629
High sales value (\$000's)	(1)	178	322	629	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	5	3	10	17
Inventory	-	-	-	-	-
Other current assets	102	39	50	113	202
Total current assets	112	44	53	123	220
Fixed assets	45	15	33	53	77
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	18	3	32	18	20
<b>Total assets</b>	<b>174</b>	<b>62</b>	<b>118</b>	<b>194</b>	<b>316</b>
<b>Liabilities and equity</b>					
Current loans	15	5	9	14	31
Other current liabilities	48	11	29	51	97
Total current liabilities	63	16	38	65	128
Mortgages payable	-	-	-	-	-
Long term debt	6	1	3	6	12
Other liabilities	47	34	34	59	61
<b>Total liabilities</b>	<b>115</b>	<b>51</b>	<b>75</b>	<b>130</b>	<b>201</b>
<b>Total equity</b>	<b>59</b>	<b>11</b>	<b>43</b>	<b>64</b>	<b>115</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Other General Merchandise Stores (SIC 6413)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	237				
Low sales value (\$000's)	(1)	(1)	178	322	629
High sales value (\$000's)	(1)	178	322	629	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.7	1.4	1.9	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	4.5	1.7	2.0	1.7
Interest coverage ratio (times)	2.0	-	1.8	0.9	3.0
Debt ratio (times)	0.7	0.8	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Other General Merchandise Stores (SIC 6413)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	114				
Low sales value (\$000's)	(1)	(1)	304	433	764
High sales value (\$000's)	(1)	304	433	764	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-21	12	8	31
Depreciation	7	2	7	9	10
Other	3	33	-13	7	-11
<b>Dividends</b>	-3	-	-1	-10	-3
<b>Investment activities</b>					
Disposal of fixed assets	12	25	1	21	1
Purchase of fixed assets	-11	-2	-5	-12	-25
Increase in investment	-3	-5	-2	-1	-2
Decrease in investment	3	-	10	1	-
<b>Financing activities</b>					
Increase in long term debt	4	1	3	1	12
Repayment of long term debt	-8	-7	-2	-14	-7
Loans from shareholders	3	1	2	7	4
Repayment of loans from shareholders	-4	-2	-4	-5	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	2	6	-	-	1
Decrease in equity	-	-	-	-	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	13	31	7	10	4
<b>Cash &amp; equivalents-Beginning of the year</b>	4	2	11	7	-5
<b>Cash &amp; equivalents - End of the year</b>	16	33	18	17	-1

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,605	2,980,311	259,983	636	405
less than 20	4,245	135,522	12,189	616	393
20 - 99	180	75,997	6,860	13	6
100 - 499	60	97,238	8,612	3	-
500 and over	120	2,671,554	232,322	4	6
1987					
Total	4,645	3,169,795	256,568	703	...
less than 20	4,275	155,694	12,907	681	...
20 - 99	194	86,398	7,178	13	...
100 - 499	56	101,974	8,263	5	...
500 and over	120	2,825,729	228,220	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,000				
Average sales \$	265,503	54,362	129,708	234,371	642,969
Average expense \$	253,877	53,060	122,273	221,550	618,624
Average net profit (loss) \$	11,626	1,902	7,435	12,821	24,345
Businesses reporting a profit (No.)	842				
Average sales \$	271,954	55,060	131,032	232,238	669,484
Average expense \$	254,850	46,492	119,046	217,532	636,328
Average net profit \$	17,104	8,568	11,986	14,706	33,156
Businesses reporting a loss (No.)	158				
Average sales \$	239,474	54,839	126,098	255,594	521,363
Average expense \$	247,837	61,303	131,077	261,539	537,430
Average net loss \$	-8,363	-6,464	-4,979	-5,945	-16,067
<b>1986</b>					
Number of observations in sample	827				
Average sales \$	294,381	66,941	149,563	269,634	691,386
Average expense \$	284,204	63,157	140,697	256,328	676,632
Average net profit (loss) \$	10,177	3,784	8,866	13,306	14,754
Businesses reporting a profit (No.)	663				
Average sales \$	291,515	68,073	151,978	271,252	674,756
Average expense \$	274,891	59,763	139,433	252,833	647,534
Average net profit \$	16,624	8,310	12,545	18,419	27,222
Businesses reporting a loss (No.)	164				
Average sales \$	304,321	64,219	140,234	260,323	752,508
Average expense \$	319,229	71,321	145,582	276,435	783,577
Average net loss \$	-14,908	-7,102	-5,348	-16,112	-31,069
<b>1987</b>					
Number of observations in sample	884				
Average sales \$	275,902	70,510	151,901	262,718	618,478
Average expense \$	265,683	69,216	145,542	249,445	598,529
Average net profit (loss) \$	10,219	1,294	6,359	13,273	19,949
Businesses reporting a profit (No.)	692				
Average sales \$	280,478	71,969	155,534	263,635	630,774
Average expense \$	263,169	65,584	140,546	246,543	600,001
Average net profit \$	17,309	6,385	14,988	17,092	30,773
Businesses reporting a loss (No.)	192				
Average sales \$	260,938	67,545	143,758	257,769	574,681
Average expense \$	272,933	76,600	156,743	265,101	593,286
Average net loss \$	-11,995	-9,055	-12,985	-7,332	-18,605

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# SECOND-HAND MERCHANDISE STORES, N.E.C.

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	204					
Low sales value (\$000's)	(1)	(1)	41	37	104	
High sales value (\$000's)	(1)	41	37	104	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	47.2	43.2	49.5	45.2	50.7	93.0	50.8	46.5	51.1	51.2	54.1
Occupancy expenses	13.7	22.9	12.2	11.4	8.4	98.3	13.9	22.9	12.6	11.4	8.7
Depreciation	1.9	2.2	1.7	2.0	1.9	75.3	2.6	3.0	2.4	2.7	2.2
Repairs & maintenance	1.2	1.7	1.0	1.4	0.6	61.1	1.9	4.0	1.5	2.1	0.9
Heat, light & telephone	2.2	2.7	2.2	2.1	1.7	85.3	2.5	4.3	2.4	2.4	1.8
Rent	8.4	16.4	7.4	5.8	4.3	71.1	11.8	19.3	10.3	10.6	5.9
Personnel expenses	7.1	6.6	3.6	7.6	10.4	66.3	10.7	9.8	7.0	12.4	12.4
Financial expenses	2.3	2.1	2.6	1.2	3.1	87.3	2.6	2.9	2.8	1.4	3.3
Interest & bank charges	1.6	1.6	1.7	0.8	2.3	69.5	2.3	2.6	2.0	1.7	2.7
Professional fees	0.7	0.6	0.9	0.4	0.7	72.0	0.9	1.0	1.3	0.5	0.9
Other expenses	21.7	21.0	19.7	24.6	21.5	100.0	21.7	21.0	19.7	24.6	21.5
Profit (loss)	8.1	4.1	12.3	9.9	5.9	99.8	8.1	4.1	12.3	9.9	5.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 6591 - Second-Hand Merchandise Stores n.e.c.

Businesses primarily engaged in retail dealing in used merchandise, not elsewhere classified. Pawnshops are included in this industry. This industry includes retail antiques, retail used appliances, retail used books, retail used clothing, retail used crockery, retail used furniture, retail used glassware and china, retail used jewellery, retail used musical instruments, pawnshops and retail second-hand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	75	160	293
High sales value (\$000's)	(1)	75	160	293	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	-	2	9	26
Inventory	-	-	-	-	-
Other current assets	87	25	47	52	221
Total current assets	96	25	49	61	247
Fixed assets	34	9	31	12	84
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	3	4	-	24
<b>Total assets</b>	<b>138</b>	<b>38</b>	<b>84</b>	<b>73</b>	<b>355</b>
<b>Liabilities and equity</b>					
Current loans	10	-	1	12	25
Other current liabilities	39	7	11	46	91
Total current liabilities	49	8	12	58	116
Mortgages payable	-	-	-	-	-
Long term debt	4	3	5	5	1
Other liabilities	48	22	61	11	99
<b>Total liabilities</b>	<b>101</b>	<b>32</b>	<b>79</b>	<b>74</b>	<b>216</b>
<b>Total equity</b>	<b>37</b>	<b>5</b>	<b>6</b>	<b>-1</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	75	160	293
High sales value (\$000's)	(1)	75	160	293	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.0	3.2	4.0	1.1	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.7	5.9	14.2	-67.3	1.6
Interest coverage ratio (times)	3.6	3.0	1.4	0.3	5.5
Debt ratio (times)	0.7	0.9	0.9	1.0	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	56	250	474
High sales value (\$000's)	(1)	56	250	474	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	18	-1	3	15	48
Depreciation	7	3	3	10	10
Other	-9	-3	1	-47	19
<b>Dividends</b>	-12	-	-12	-2	-32
<b>Investment activities</b>					
Disposal of fixed assets	3	1	1	1	11
Purchase of fixed assets	-52	-1	-2	-141	-37
Increase in investment	-5	-	-	-	-19
Decrease in investment	2	-	5	-	-
<b>Financing activities</b>					
Increase in long term debt	31	-	-	90	16
Repayment of long term debt	-9	-2	-9	-5	-16
Loans from shareholders	28	-	17	71	6
Repayment of loans from shareholders	-7	-	-7	-	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-3	-	-6	-10
<b>Cash &amp; equivalents-Beginning of the year</b>	11	-1	11	1	28
<b>Cash &amp; equivalents - End of the year</b>	6	-4	11	-5	18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,191	39,771	3,271	302	154
less than 20	1,171	23,067	1,787	301	151
20 - 99	16	6,685	544	1	2
100 - 499	3	X	371	-	1
500 and over	1	X	569	-	-
1987					
Total	1,382	56,474	3,954	363	...
less than 20	1,357	32,999	2,210	362	...
20 - 99	20	9,116	660	1	...
100 - 499	4	X	522	-	...
500 and over	1	X	562	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	332				
Average sales \$	112,683	30,787	50,843	89,886	279,215
Average expense \$	105,289	29,297	47,049	85,878	258,932
Average net profit (loss) \$	7,394	1,490	3,794	4,008	20,283
Businesses reporting a profit (No.)	267				
Average sales \$	112,406	31,237	50,212	90,060	278,113
Average expense \$	100,149	25,926	42,676	79,387	252,606
Average net profit \$	12,257	5,311	7,536	10,673	25,507
Businesses reporting a loss (No.)	65				
Average sales \$	114,168	29,919	52,187	89,415	285,150
Average expense \$	122,135	35,799	56,367	103,374	292,999
Average net loss \$	-7,967	-5,880	-4,180	-13,959	-7,849
<b>1986</b>					
Number of observations in sample	255				
Average sales \$	104,538	29,244	47,707	79,116	262,085
Average expense \$	98,539	25,354	45,651	74,224	241,167
Average net profit (loss) \$	7,939	3,890	2,056	4,892	20,918
Businesses reporting a profit (No.)	208				
Average sales \$	107,968	29,602	45,663	78,360	278,246
Average expense \$	94,657	23,214	37,341	66,731	251,340
Average net profit \$	13,311	6,388	8,322	11,629	26,906
Businesses reporting a loss (No.)	47				
Average sales \$	86,771	28,123	50,520	80,922	187,520
Average expense \$	93,880	32,073	57,087	92,128	194,233
Average net loss \$	-7,109	-3,950	-6,567	-11,206	-6,713
<b>1987</b>					
Number of observations in sample	233				
Average sales \$	112,910	33,490	58,539	82,312	277,299
Average expense \$	104,338	32,827	51,399	74,708	258,416
Average net profit (loss) \$	8,572	663	7,140	7,604	18,883
Businesses reporting a profit (No.)	178				
Average sales \$	113,181	35,073	58,360	83,048	276,244
Average expense \$	99,985	27,564	48,964	72,581	250,832
Average net profit \$	13,196	7,509	9,396	10,467	25,412
Businesses reporting a loss (No.)	55				
Average sales \$	113,471	31,925	59,301	79,508	283,149
Average expense \$	120,756	38,027	61,716	82,805	300,476
Average net loss \$	-7,285	-6,102	-2,415	-3,297	-17,327

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# (WHOLESALE GENERAL) MERCHANDISE

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	177					
Low sales value (\$000's)	(1)	(1)	37	63	108	
High sales value (\$000's)	(1)	37	63	108	177	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	12.0	4.3	13.9	5.8	24.0	23.9	50.2	22.1	49.0	56.8	61.8
Occupancy expenses	9.3	15.1	8.9	7.6	6.1	95.2	9.7	15.6	9.0	7.6	7.2
Depreciation	3.4	6.8	3.9	2.0	1.3	71.1	4.8	9.9	5.1	2.9	1.8
Repairs & maintenance	1.0	0.6	1.7	1.3	0.4	30.4	3.2	2.2	4.7	3.5	1.7
Heat, light & telephone	3.0	5.6	2.4	2.1	1.9	65.7	4.5	7.4	4.2	3.8	2.6
Rent	1.9	2.1	0.9	2.2	2.5	48.3	4.0	5.9	3.6	3.2	4.1
Personnel expenses	12.3	2.0	10.0	17.2	18.7	53.5	23.0	8.6	21.7	26.0	25.1
Financial expenses	2.0	1.3	3.0	1.4	2.3	75.1	2.7	1.5	4.2	2.3	3.0
Interest & bank charges	1.2	0.8	2.4	0.7	1.0	48.2	2.5	3.2	3.8	1.8	1.6
Professional fees	0.8	0.5	0.6	0.7	1.3	65.8	1.2	0.6	1.3	1.1	1.9
Other expenses	26.6	25.7	32.9	24.0	24.4	99.9	26.6	25.8	32.9	24.0	24.4
Profit (loss)	37.8	51.7	31.3	44.1	24.4	98.8	38.3	51.7	31.3	46.0	24.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5980 - Wholesale General Merchandise

Businesses primarily engaged in wholesale dealing in a diversified line of household merchandise of which hardware, foods, clothing, sporting goods, toys and games tend to be the most important, but no line is sufficiently important to constitute a primary activity.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale General Merchandise (SIC 598)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	85				
Low sales value (\$000's)	(1)	(1)	68	110	274
High sales value (\$000's)	(1)	68	110	274	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	7	2	17	69
Inventory	-	-	-	-	-
Other current assets	75	68	12	51	168
Total current assets	99	75	14	68	237
Fixed assets	21	33	3	11	39
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	29	2	20	35	58
<b>Total assets</b>	<b>149</b>	<b>110</b>	<b>37</b>	<b>114</b>	<b>334</b>
<b>Liabilities and equity</b>					
Current loans	12	5	2	5	35
Other current liabilities	70	13	17	42	204
Total current liabilities	82	18	20	47	239
Mortgages payable	-	-	-	-	-
Long term debt	1	-	2	-	2
Other liabilities	19	18	3	3	54
<b>Total liabilities</b>	<b>102</b>	<b>35</b>	<b>25</b>	<b>50</b>	<b>295</b>
<b>Total equity</b>	<b>47</b>	<b>75</b>	<b>12</b>	<b>64</b>	<b>40</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale General Merchandise (SIC 598)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	85				
Low sales value (\$000's)	(1)	(1)	68	110	274
High sales value (\$000's)	(1)	68	110	274	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	4.2	0.7	1.4	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	0.5	2.1	0.8	7.4
Interest coverage ratio (times)	11.8	20.6	11.1	31.9	6.8
Debt ratio (times)	0.7	0.3	0.7	0.4	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	20	--	--	--	--
Depreciation	9	--	--	--	--
Other	-41	--	--	--	--
<b>Dividends</b>	-15	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	6	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	10	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-13	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-43	--	--	--	--
Cash & equivalents-Beginning of the year	13	--	--	--	--
Cash & equivalents - End of the year	-30	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale General Merchandise (SIC 598)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	312	20,737	1,211	65	45
less than 20	293	11,410	648	64	45
20 - 99	9	4,940	297	-	-
100 - 499	10	4,387	266	1	-
500 and over	-	-	-	-	-
1987					
Total	424	41,377	2,131	126	...
less than 20	390	16,745	859	119	...
20 - 99	23	13,927	717	7	...
100 - 499	11	10,705	555	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	156				
Average sales \$	110,744	32,523	46,889	71,366	292,198
Average expense \$	90,209	22,454	33,621	50,400	254,361
Average net profit (loss) \$	20,535	10,069	13,268	20,966	37,837
Businesses reporting a profit (No.)	142				
Average sales \$	116,210	32,596	48,690	72,078	311,474
Average expense \$	90,357	21,913	32,401	44,069	263,043
Average net profit \$	25,853	10,683	16,289	28,009	48,431
Businesses reporting a loss (No.)	14				
Average sales \$	81,350	27,971	37,848	66,786	192,796
Average expense \$	99,240	56,541	39,744	91,088	209,587
Average net loss \$	-17,890	-28,570	-1,896	-24,302	-16,791
<b>1986</b>					
Number of observations in sample	146				
Average sales \$	138,428	30,801	59,477	106,681	356,751
Average expense \$	118,955	29,413	37,867	81,819	326,720
Average net profit (loss) \$	19,473	1,388	21,610	24,862	30,031
Businesses reporting a profit (No.)	125				
Average sales \$	124,063	29,272	59,584	100,593	306,804
Average expense \$	93,334	16,270	37,482	65,122	254,463
Average net profit \$	30,729	13,002	22,102	35,471	52,341
Businesses reporting a loss (No.)	21				
Average sales \$	179,853	33,321	52,486	121,998	511,606
Average expense \$	197,212	51,071	63,201	123,831	550,745
Average net loss \$	-17,359	-17,750	-10,715	-1,833	-39,139
<b>1987</b>					
Number of observations in sample	205				
Average sales \$	113,247	28,795	46,648	78,321	299,225
Average expense \$	85,451	15,098	26,493	47,220	252,991
Average net profit (loss) \$	27,796	13,697	20,155	31,101	46,234
Businesses reporting a profit (No.)	162				
Average sales \$	114,051	28,706	46,937	77,659	302,903
Average expense \$	78,517	14,809	17,401	42,878	238,980
Average net profit \$	35,534	13,897	29,536	34,781	63,923
Businesses reporting a loss (No.)	43				
Average sales \$	112,599	35,001	45,411	84,082	285,900
Average expense \$	122,345	35,201	65,451	84,983	303,745
Average net loss \$	-9,746	-200	-20,040	-901	-17,845

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
S 51

# ORNAMENTAL AND ARCHITECTURAL METAL PRODUCTS INDUSTRIES

## CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	361					
Low sales value (\$000's)	(1)	(1)	212	441	875	
High sales value (\$000's)	(1)	212	441	875	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	43.6	37.9	42.6	45.8	48.1	98.6	44.2	38.2	43.3	46.2	49.2
Occupancy expenses	6.6	9.0	6.7	5.7	5.0	99.8	6.6	9.0	6.7	5.7	5.1
Depreciation	1.8	2.1	2.1	1.7	1.6	90.9	2.0	2.7	2.1	1.8	1.6
Repairs & maintenance	0.6	0.5	0.7	0.7	0.6	70.5	0.9	0.6	1.1	1.1	0.9
Heat, light & telephone	1.6	2.6	1.6	1.3	1.1	97.2	1.7	2.6	1.7	1.3	1.1
Rent	2.5	3.9	2.4	2.0	1.8	73.1	3.4	6.0	3.2	2.6	2.3
Personnel expenses	25.6	18.8	29.8	26.5	27.2	94.0	27.2	24.5	29.8	26.5	27.4
Financial expenses	1.8	1.7	1.8	2.0	1.6	96.6	1.8	1.9	1.8	2.0	1.6
Interest & bank charges	1.0	0.7	0.9	1.2	1.0	82.2	1.2	1.1	1.1	1.3	1.2
Professional fees	0.8	1.0	0.8	0.8	0.6	93.7	0.8	1.1	0.9	0.8	0.6
Other expenses	14.4	17.8	13.4	12.8	13.6	100.0	14.4	17.8	13.4	12.8	13.6
Profit (loss)	8.0	14.8	5.7	7.1	4.5	99.8	8.0	14.8	5.7	7.1	4.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 3030 - Ornamental and Architectural Metal Products Industries

Businesses primarily engaged in manufacturing metal windows and doors; prefabricated, portable metal buildings; and other ornamental and architectural metal products.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Ornamental & Architectural Metal Products Industries (SIC 303)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	329				
Low sales value (\$000's)	(1)		252	499	923
High sales value (\$000's)	(1)	252	499	923	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	93	14	39	98	220
Inventory	-	-	-	-	-
Other current assets	127	36	68	128	274
Total current assets	220	50	107	226	495
Fixed assets	80	18	52	92	160
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	5	7	18	29
<b>Total assets</b>	<b>315</b>	<b>73</b>	<b>166</b>	<b>336</b>	<b>684</b>
<b>Liabilities and equity</b>					
Current loans	29	4	8	32	73
Other current liabilities	108	22	54	114	240
Total current liabilities	137	25	62	145	313
Mortgages payable	-	-	-	-	-
Long term debt	5	1	1	7	12
Other liabilities	55	22	34	70	94
<b>Total liabilities</b>	<b>197</b>	<b>48</b>	<b>97</b>	<b>222</b>	<b>419</b>
<b>Total equity</b>	<b>118</b>	<b>24</b>	<b>68</b>	<b>113</b>	<b>265</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Ornamental & Architectural Metal Products Industries (SIC 303)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	329				
Low sales value (\$000's)	(1)	(1)	252	499	923
High sales value (\$000's)	(1)	252	499	923	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.0	1.7	1.6	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	2.0	1.4	2.0	1.6
Interest coverage ratio (times)	6.4	3.8	8.4	5.2	6.2
Debt ratio (times)	0.6	0.7	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	196				
Low sales value (\$000's)	(1)	(1)	310	606	982
High sales value (\$000's)	(1)	310	606	982	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	42	15	29	44	81
Depreciation	13	7	9	13	23
Other	-19	9	-7	-20	-58
<b>Dividends</b>	-20	-2	-12	-14	-51
<b>Investment activities</b>					
Disposal of fixed assets	6	1	1	2	19
Purchase of fixed assets	-27	-8	-16	-26	-57
Increase in investment	-5	-	-2	-4	-13
Decrease in investment	2	-	1	4	3
<b>Financing activities</b>					
Increase in long term debt	13	5	7	19	23
Repayment of long term debt	-7	-7	-6	-7	-8
Loans from shareholders	9	7	4	3	21
Repayment of loans from shareholders	-9	-5	-6	-10	-15
Advances & loans from government	-	-	-	-	1
Increase in equity	3	1	-	2	10
Decrease in equity	-2	-2	-	-1	-3
Other	-	-	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	20	3	4	-23
<b>Cash &amp; equivalents-Beginning of the year</b>	11	7	13	4	20
<b>Cash &amp; equivalents - End of the year</b>	12	27	15	8	-4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,084	385,334	16,362	126	85
less than 20	873	90,909	4.022	109	75
20 - 99	161	122,976	5.532	13	8
100 - 499	32	49,356	2.272	4	2
500 and over	18	122,093	4.536	-	-
1987					
Total	1,161	438,758	16,972	135	...
less than 20	878	114,533	4.420	105	...
20 - 99	227	213,894	8.181	24	...
100 - 499	46	76,059	3.008	6	...
500 and over	10	34,272	1.363	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	408				
Average sales \$	391,848	50,939	131,261	307,179	1,078,012
Average expense \$	373,413	52,598	124,650	287,251	1,029,153
Average net profit (loss) \$	18,435	-1,659	6,611	19,928	48,859
Businesses reporting a profit (No.)	323				
Average sales \$	391,211	53,525	132,969	296,847	1,081,503
Average expense \$	354,322	43,854	120,147	272,330	980,958
Average net profit \$	36,889	9,671	12,822	24,517	100,545
Businesses reporting a loss (No.)	85				
Average sales \$	406,258	47,539	126,394	383,436	1,067,661
Average expense \$	442,759	64,098	137,476	397,375	1,172,086
Average net loss \$	-36,501	-16,559	-11,082	-13,939	-104,425
<b>1986</b>					
Number of observations in sample	399				
Average sales \$	390,823	66,677	149,856	332,685	1,014,073
Average expense \$	373,697	63,081	147,564	311,501	972,642
Average net profit (loss) \$	17,126	3,596	2,292	21,184	41,431
Businesses reporting a profit (No.)	310				
Average sales \$	410,282	67,611	156,996	348,892	1,067,628
Average expense \$	371,601	58,634	144,341	295,617	987,812
Average net profit \$	38,681	8,977	12,655	53,275	79,816
Businesses reporting a loss (No.)	89				
Average sales \$	345,068	63,798	133,104	300,138	883,231
Average expense \$	377,724	76,792	155,126	343,399	935,579
Average net loss \$	-32,656	-12,994	-22,022	-43,261	-52,348
<b>1987</b>					
Number of observations in sample	400				
Average sales \$	597,659	103,739	309,647	640,966	1,336,284
Average expense \$	561,263	93,485	292,589	594,078	1,264,899
Average net profit (loss) \$	36,396	10,254	17,058	46,888	71,385
Businesses reporting a profit (No.)	326				
Average sales \$	605,085	102,249	318,108	645,152	1,354,829
Average expense \$	551,278	90,154	285,851	581,911	1,247,195
Average net profit \$	53,807	12,095	32,257	63,241	107,634
Businesses reporting a loss (No.)	74				
Average sales \$	568,393	122,418	287,133	622,695	1,241,324
Average expense \$	612,121	135,246	310,519	647,171	1,355,547
Average net loss \$	-43,728	-12,828	-23,386	-24,476	-114,223

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# SERVICES INDUSTRIES INCIDENTAL TO MINING

## CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Services Industries Incidental to Mining (SIC 092)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	57					
Low sales value (\$000's)	(1)	(1)	44	171	261	
High sales value (\$000's)	(1)	44	171	261		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.5	...	...	...	...	9.7	15.8	...	...	...	...
Occupancy expenses	19.2	29.6	10.3	27.1	13.5	88.5	21.7	29.9	13.3	32.0	13.9
Depreciation	7.7	13.2	6.5	6.9	5.5	84.7	9.1	13.3	8.5	8.9	6.2
Repairs & maintenance	4.0	4.0	1.9	4.9	5.5	60.3	6.6	6.9	3.9	6.8	8.5
Heat, light & telephone	1.9	3.6	0.6	3.1	1.1	75.1	2.6	3.6	1.6	3.8	1.2
Rent	5.6	8.9	1.3	12.1	1.5	68.0	8.2	16.3	2.9	15.1	1.6
Personnel expenses	37.0	35.1	41.2	41.9	28.7	95.1	38.9	36.3	41.2	42.0	34.4
Financial expenses	4.8	7.2	5.8	3.2	3.3	95.8	5.0	7.2	5.8	3.9	3.3
Interest & bank charges	1.9	3.9	0.2	2.2	1.8	82.2	2.3	4.0	0.4	2.8	1.9
Professional fees	2.9	3.2	5.6	1.1	1.4	93.6	3.1	3.7	5.6	1.3	1.4
Other expenses	38.9	63.7	23.7	24.7	51.4	100.0	38.9	63.7	23.7	24.7	51.4
Profit (loss)	-1.4	-38.4	19.0	1.0	1.1	97.7	-1.5	-42.6	19.0	1.0	1.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 0920 - Service Industries Incidental to Mining

Businesses primarily engaged in contract drilling and other services incidental to mining establishments.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Services Industries Incidental to Mining (SIC 092)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	54	191	261
High sales value (\$000's)	(1)	54	191	261	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	4	13	41	60
Inventory	-	-	-	-	-
Other current assets	87	11	102	148	86
Total current assets	118	15	115	189	146
Fixed assets	60	18	18	92	104
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	214	6	114	331	374
<b>Total assets</b>	<b>392</b>	<b>39</b>	<b>247</b>	<b>612</b>	<b>624</b>
<b>Liabilities and equity</b>					
Current loans	14	1	1	26	25
Other current liabilities	65	11	75	74	97
Total current liabilities	79	12	76	99	123
Mortgages payable	-	-	-	-	-
Long term debt	12	1	-	12	34
Other liabilities	30	7	18	54	39
<b>Total liabilities</b>	<b>122</b>	<b>20</b>	<b>94</b>	<b>165</b>	<b>196</b>
<b>Total equity</b>	<b>271</b>	<b>19</b>	<b>154</b>	<b>447</b>	<b>428</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Services Industries Incidental to Mining (SIC 092)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	54	191	261
High sales value (\$000's)	(1)	54	191	261	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.5	1.9	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.4	1.0	0.6	0.4	0.5
Interest coverage ratio (times)	2.5	...	40.9	1.8	2.3
Debt ratio (times)	0.3	0.5	0.4	0.3	0.3

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Services Industries Incidental to Mining (SIC 092)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	--	--	--	--
Depreciation	21	--	--	--	--
Other	8	--	--	--	--
<b>Dividends</b>	-5	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-29	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	1	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	23	--	--	--	--
Repayment of long term debt	-20	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	13	--	--	--	--
Cash & equivalents-Beginning of the year	25	--	--	--	--
Cash & equivalents - End of the year	38	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Services Industries Incidental to Mining (SIC 092)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,879	568,418	18,299	346	132
less than 20	1,588	139,566	4,369	299	117
20 - 99	171	138,551	4,446	19	9
100 - 499	108	223,408	7,352	23	3
500 and over	12	66,893	2,132	5	3
1987					
Total	1,951	809,455	24,168	374	...
less than 20	1,585	170,509	5,046	327	...
20 - 99	208	205,803	6,090	26	...
100 - 499	142	325,962	9,743	20	...
500 and over	16	107,381	3,289	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Services Industries Incidental to Mining (SIC 092)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	47				
Average sales \$	253,476	--	--	--	--
Average expense \$	347,976	--	--	--	--
Average net profit (loss) \$	-94,500	--	--	--	--
Businesses reporting a profit (No.)	40				
Average sales \$	241,623	--	--	--	--
Average expense \$	172,662	--	--	--	--
Average net profit \$	68,961	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	404,779	--	--	--	--
Average expense \$	812,256	--	--	--	--
Average net loss \$	-407,477	--	--	--	--
<b>1986</b>					
Number of observations in sample	67				
Average sales \$	304,319	34,830	69,403	180,487	932,555
Average expense \$	255,529	35,808	73,414	144,222	768,673
Average net profit (loss) \$	48,790	-978	-4,011	36,265	163,882
Businesses reporting a profit (No.)	53				
Average sales \$	330,093	33,197	86,726	191,457	1,008,993
Average expense \$	256,219	31,715	62,114	136,876	794,172
Average net profit \$	73,874	1,482	24,612	54,581	214,821
Businesses reporting a loss (No.)	14				
Average sales \$	206,882	35,881	63,868	137,969	589,810
Average expense \$	235,623	38,440	77,024	172,694	654,333
Average net loss \$	-28,741	-2,559	-13,156	-34,725	-64,523
<b>1987</b>					
Number of observations in sample	69				
Average sales \$	229,436	43,805	78,093	210,465	585,381
Average expense \$	247,128	40,710	60,707	194,551	692,545
Average net profit (loss) \$	-17,692	3,095	17,386	15,914	-107,164
Businesses reporting a profit (No.)	43				
Average sales \$	243,540	45,596	67,527	200,803	660,233
Average expense \$	208,546	33,780	46,491	154,361	599,551
Average net profit \$	34,994	11,816	21,036	46,442	60,682
Businesses reporting a loss (No.)	26				
Average sales \$	219,509	39,517	137,178	228,272	473,067
Average expense \$	324,549	57,299	140,205	268,613	832,080
Average net loss \$	-105,040	-17,782	-3,027	-40,341	-359,013

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
S 51

Government  
Publication

MOTELS  
/11

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	547				
Low sales value (\$000's)	(1)	(1)	66	113	219
High sales value (\$000's)	(1)	66	113	219	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	29.0	37.4	31.0	26.4	21.2	100.0	29.0	37.4	31.0	26.4	21.2
Depreciation	9.8	11.2	11.3	9.4	7.5	84.0	11.7	16.0	13.0	10.8	8.1
Repairs & maintenance	6.5	8.6	7.5	5.9	4.1	92.9	7.0	9.2	7.9	6.5	4.4
Heat, light & telephone	11.0	15.2	11.5	9.7	7.6	98.2	11.2	15.7	11.8	9.7	7.7
Rent	1.6	2.3	0.7	1.4	2.1	31.3	5.2	7.4	3.8	5.2	4.3
Personnel expenses	18.1	11.9	14.5	20.5	25.5	89.9	20.1	16.8	16.0	20.8	25.6
Financial expenses	15.4	17.8	18.2	14.4	11.2	99.0	15.5	18.2	18.5	14.4	11.2
Interest & bank charges	13.9	16.1	16.7	13.0	9.9	90.0	15.5	19.0	18.5	13.7	11.0
Professional fees	1.5	1.7	1.5	1.4	1.2	91.2	1.6	2.1	1.7	1.5	1.3
Other expenses	32.2	28.8	30.1	32.0	37.7	99.9	32.2	28.8	30.1	32.1	37.7
Profit (loss)	5.4	4.1	6.1	6.8	4.5	96.7	5.6	4.2	6.8	6.8	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols:

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes:

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes:

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables:

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity. These businesses include motel accommodation services, motel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	331				
Low sales value (\$000's)	(1)	(1)	97	162	320
High sales value (\$000's)	(1)	97	162	320	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	4	1	1	3	9
Inventory	-	-	-	-	-
Other current assets	41	12	25	30	94
Total current assets	44	13	27	33	103
Fixed assets	415	180	302	364	906
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	30	10	14	26	71
<b>Total assets</b>	<b>489</b>	<b>203</b>	<b>343</b>	<b>422</b>	<b>981</b>
<b>Liabilities and equity</b>					
Current loans	14	2	7	8	39
Other current liabilities	62	14	47	57	130
Total current liabilities	77	16	54	65	170
Mortgages payable	-	-	-	-	-
Long term debt	17	-	2	26	41
Other liabilities	334	176	259	281	618
<b>Total liabilities</b>	<b>428</b>	<b>193</b>	<b>315</b>	<b>371</b>	<b>828</b>
<b>Total equity</b>	<b>61</b>	<b>10</b>	<b>29</b>	<b>51</b>	<b>153</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	331				
Low sales value (\$000's)	(1)	(1)	97	162	320
High sales value (\$000's)	(1)	97	162	320	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.8	0.5	0.5	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	7.0	18.5	10.9	7.3	5.4
Interest coverage ratio (times)	1.3	0.8	0.9	1.4	1.4
Debt ratio (times)	0.9	0.9	0.9	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	182				
Low sales value (\$000's)	(1)	(1)	98	178	344
High sales value (\$000's)	(1)	98	178	344	(1)
Average (\$000's)					
Operating activities					
Cash from operations	8	8	1	9	12
Depreciation	23	8	15	24	44
Other	6	19	-3	10	-1
Dividends	-2	-1	-	-2	-6
Investment activities					
Disposal of fixed assets	8	1	4	2	26
Purchase of fixed assets	-38	-4	-13	-53	-80
Increase in investment	-3	-3	-	-	-9
Decrease in investment	2	2	-	2	3
Financing activities					
Increase in long term debt	35	-	13	27	99
Repayment of long term debt	-32	-7	-13	-21	-85
Loans from shareholders	10	2	3	19	14
Repayment of loans from shareholders	-11	-2	-5	-16	-20
Advances & loans from government	1	-	1	-	4
Increase in equity	6	-	1	18	5
Decrease in equity	-5	-	-1	-14	-3
Other	-	-2	-	-	1
Increase(decrease) in cash & equivalents	7	20	4	4	4
Cash & equivalents-Beginning of the year	13	6	17	5	22
Cash & equivalents - End of the year	20	26	21	9	25

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,820	162,988	15,747	393	278
less than 20	2,657	92,611	8,866	376	259
20 - 99	148	46,926	4,608	17	18
100 - 499	14	X	1,650	-	1
500 and over	1	X	623	-	-
1987					
Total	2,998	211,419	17,897	441	...
less than 20	2,811	118,841	10,035	419	...
20 - 99	170	65,656	5,621	18	...
100 - 499	16	X	1,601	4	...
500 and over	1	X	640	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	549				
Average sales \$	235,474	44,073	82,695	171,537	643,592
Average expense \$	229,677	41,604	82,899	163,033	631,171
Average net profit (loss) \$	5,797	2,469	-204	8,504	12,421
Businesses reporting a profit (No.)	410				
Average sales \$	241,503	43,359	85,185	171,420	666,047
Average expense \$	214,696	33,298	69,041	151,053	605,391
Average net profit \$	26,807	10,061	16,144	20,367	60,656
Businesses reporting a loss (No.)	139				
Average sales \$	220,833	45,011	79,478	171,859	586,985
Average expense \$	261,406	52,505	100,805	196,151	636,163
Average net loss \$	-40,573	-7,494	-21,327	-24,292	-109,178
<b>1986</b>					
Number of observations in sample	534				
Average sales \$	232,683	39,944	88,000	176,638	626,150
Average expense \$	217,944	36,951	81,703	162,547	590,575
Average net profit (loss) \$	14,739	2,993	6,297	14,091	35,575
Businesses reporting a profit (No.)	457				
Average sales \$	246,593	41,425	90,087	176,803	678,056
Average expense \$	218,317	33,172	75,648	148,188	616,261
Average net profit \$	28,276	8,253	14,439	28,615	61,795
Businesses reporting a loss (No.)	137				
Average sales \$	195,930	36,412	83,943	176,170	487,193
Average expense \$	216,110	45,961	93,475	203,191	521,812
Average net loss \$	-20,180	-9,549	-9,532	-27,021	-34,619
<b>1987</b>					
Number of observations in sample	631				
Average sales \$	195,217	44,993	93,918	158,619	483,338
Average expense \$	185,757	43,050	88,536	147,887	463,555
Average net profit (loss) \$	9,460	1,943	5,382	10,732	19,783
Businesses reporting a profit (No.)	416				
Average sales \$	195,684	46,530	92,837	160,997	482,373
Average expense \$	172,415	36,673	78,253	140,010	434,722
Average net profit \$	23,269	9,857	14,584	20,987	47,651
Businesses reporting a loss (No.)	215				
Average sales \$	194,308	42,801	96,062	152,995	485,374
Average expense \$	213,008	52,148	108,931	166,517	524,434
Average net loss \$	-18,700	-9,347	-12,869	-13,522	-39,060

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

MUSICAL INSTRUMENT & RECORD  
STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada    Industrie, Sciences et Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	236					
Low sales value (\$000's)	(1)	(1)	45	110	354	
High sales value (\$000's)	(1)	45	110	354	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.7	45.3	43.8	54.6	62.6	94.5	54.7	49.8	48.0	56.6	63.2
Occupancy expenses	11.3	12.1	13.4	12.9	6.7	100.0	11.3	12.1	13.4	12.9	6.7
Depreciation	2.6	3.5	3.0	2.9	1.2	91.2	2.9	3.9	3.2	3.3	1.3
Repairs & maintenance	1.0	1.1	1.9	0.7	0.4	72.8	1.4	1.7	2.5	1.1	0.5
Heat, light & telephone	1.9	2.4	2.3	1.7	1.3	88.7	2.2	2.8	3.0	1.7	1.3
Rent	5.7	5.2	6.1	7.6	3.8	77.7	7.3	9.2	7.4	8.4	4.7
Personnel expenses	11.6	9.1	9.6	13.4	14.2	76.6	15.2	20.4	14.9	14.1	14.3
Financial expenses	2.8	2.6	2.6	3.9	2.1	91.4	3.1	3.2	2.9	4.1	2.2
Interest & bank charges	2.1	1.9	1.5	3.1	1.6	81.4	2.5	2.7	2.0	3.6	1.8
Professional fees	0.8	0.7	1.1	0.7	0.5	84.4	0.9	1.0	1.2	0.9	0.5
Other expenses	17.4	25.5	18.4	15.6	10.8	100.0	17.4	25.5	18.4	15.6	10.8
Profit (loss)	5.2	5.4	12.3	-0.3	3.6	98.3	5.3	5.5	12.3	-0.3	3.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6550 - Musical Instrument and Record Stores

Businesses primarily engaged in retail dealing in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	176				
Low sales value (\$000's)	(1)	(1)	108	262	524
High sales value (\$000's)	(1)	108	262	524	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	15	4	5	13	36
Inventory	-	-	-	-	-
Other current assets	119	44	65	134	231
Total current assets	134	48	70	147	268
Fixed assets	38	9	65	27	47
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	4	9	24
<b>Total assets</b>	<b>182</b>	<b>60</b>	<b>139</b>	<b>183</b>	<b>339</b>
<b>Liabilities and equity</b>					
Current loans	24	2	21	28	41
Other current liabilities	56	13	30	48	131
Total current liabilities	79	15	51	77	172
Mortgages payable	-	-	-	-	-
Long term debt	2	1	-	4	4
Other liabilities	65	30	95	51	79
<b>Total liabilities</b>	<b>147</b>	<b>45</b>	<b>147</b>	<b>131</b>	<b>255</b>
<b>Total equity</b>	<b>35</b>	<b>15</b>	<b>-7</b>	<b>52</b>	<b>84</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	176				
Low sales value (\$000's)	(1)	(1)	108	262	524
High sales value (\$000's)	(1)	108	262	524	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	3.3	1.4	1.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.1	3.1	-20.1	2.5	3.0
Interest coverage ratio (times)	1.8	0.1	...	2.1	3.2
Debt ratio (times)	0.8	0.8	1.1	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	107	253	529
High sales value (\$000's)	(1)	107	253	529	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	2	-13	8	27
Depreciation	7	2	9	8	9
Other	-11	-3	1	-11	-28
<b>Dividends</b>	-3	-1	-2	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	-	-	3	9
Purchase of fixed assets	-16	-4	-20	-14	-25
Increase in investment	-3	-	-	-	-10
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	8	-	-	11	21
Repayment of long term debt	-7	-	-7	-12	-9
Loans from shareholders	11	3	24	8	9
Repayment of loans from shareholders	-2	-	-1	-2	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-	-8	-3	-8
Cash & equivalents-Beginning of the year	-9	-	-3	-28	-3
Cash & equivalents - End of the year	-14	-1	-11	-31	-10

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Musical Instrument and Record Stores (SIC 655)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,230	66,815	5,849	196	143
less than 20	1,169	44,199	3,865	192	135
20 - 99	48	14,433	1,258	3	2
100 - 499	13	8,183	726	1	6
500 and over	-	-	-	-	-
1987					
Total	1,257	90,252	6,704	186	...
less than 20	1,179	52,484	3,892	180	...
20 - 99	53	18,880	1,404	4	...
100 - 499	25	18,898	1,408	2	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	203				
Average sales \$	236,041	39,428	80,439	176,641	647,656
Average expense \$	227,149	34,823	76,073	171,913	625,788
Average net profit (loss) \$	8,892	4,605	4,366	4,728	21,868
Businesses reporting a profit (No.)	157				
Average sales \$	248,587	40,127	77,900	179,244	689,077
Average expense \$	226,634	29,371	71,085	163,741	642,340
Average net profit \$	19,953	10,756	6,815	15,503	46,737
Businesses reporting a loss (No.)	46				
Average sales \$	216,702	38,198	87,251	171,917	569,440
Average expense \$	228,785	44,408	89,455	186,745	594,533
Average net loss \$	-12,083	-6,210	-2,204	-14,828	-25,093
<b>1986</b>					
Number of observations in sample	154				
Average sales \$	249,584	35,319	71,124	241,582	650,310
Average expense \$	245,874	26,100	85,505	233,895	637,997
Average net profit (loss) \$	3,710	9,219	-14,381	7,687	12,313
Businesses reporting a profit (No.)	122				
Average sales \$	260,942	35,193	65,264	248,670	694,641
Average expense \$	242,945	20,809	56,928	232,956	661,087
Average net profit \$	17,997	14,384	8,336	15,714	33,554
Businesses reporting a loss (No.)	32				
Average sales \$	229,144	35,786	77,899	228,110	574,779
Average expense \$	249,649	45,721	118,543	235,678	598,655
Average net loss \$	-20,505	-9,935	-40,644	-7,568	-23,876
<b>1987</b>					
Number of observations in sample	273				
Average sales \$	245,990	34,291	78,326	204,179	667,163
Average expense \$	237,865	32,552	72,142	203,346	643,419
Average net profit (loss) \$	8,125	1,739	6,184	833	23,744
Businesses reporting a profit (No.)	210				
Average sales \$	245,812	35,143	73,990	209,608	664,505
Average expense \$	227,602	25,472	58,725	197,385	628,825
Average net profit \$	18,210	9,671	15,265	12,223	35,680
Businesses reporting a loss (No.)	63				
Average sales \$	247,258	32,781	85,180	191,381	679,688
Average expense \$	267,005	45,083	93,353	217,400	712,183
Average net loss \$	-19,747	-12,302	-8,173	-26,019	-32,495

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# OPERATORS OF BUILDINGS & DWELLINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,208				
Low sales value (\$000's)	(1)	(1)	49	93	197
High sales value (\$000's)	(1)	49	83	197	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	27.4	29.5	26.0	29.0	25.3	98.1	28.0	30.1	26.5	29.3	25.9
Depreciation	12.6	15.7	12.6	12.9	9.1	83.5	15.1	19.1	15.7	14.9	10.7
Repairs & maintenance	6.9	6.8	6.6	7.0	7.0	71.9	9.5	10.6	9.5	9.4	8.8
Heat, light & telephone	6.2	5.4	4.8	6.8	7.9	68.1	9.2	10.0	7.8	9.0	9.8
Rent	1.8	1.6	2.0	2.2	1.3	13.6	13.0	20.2	15.5	14.4	6.9
Personnel expenses	11.4	9.8	12.1	11.4	12.4	48.6	23.5	30.7	30.9	22.0	17.4
Financial expenses	35.1	47.6	35.4	29.3	28.1	98.0	35.8	49.1	35.7	30.0	28.7
Interest & bank charges	32.0	43.3	32.0	26.5	26.1	84.4	37.8	53.8	38.3	31.4	29.3
Professional fees	3.1	4.3	3.4	2.9	1.9	91.6	3.4	4.8	3.7	3.0	2.2
Other expenses	26.8	24.0	27.5	28.8	26.7	99.7	26.8	24.3	27.5	28.8	26.7
Profit (loss)	-0.7	-10.9	-1.0	1.5	7.5	95.8	-0.8	-11.8	-1.1	1.5	7.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7510 - Operators of Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating buildings and dwellings.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Operators of Buildings and Dwellings (SIC 751)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,067				
Low sales value (\$000's)	(1)	(1)	49	85	200
High sales value (\$000's)	(1)	49	85	200	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	2	2	6	21
Inventory	-	-	-	-	-
Other current assets	104	31	36	63	284
Total current assets	111	33	38	69	305
Fixed assets	601	180	274	494	1,452
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	144	33	58	162	322
<b>Total assets</b>	<b>857</b>	<b>246</b>	<b>370</b>	<b>725</b>	<b>2,079</b>
<b>Liabilities and equity</b>					
Current loans	18	3	5	7	57
Other current liabilities	131	48	72	79	322
Total current liabilities	148	50	77	86	379
Mortgages payable	-	-	-	-	-
Long term debt	4	1	1	3	12
Other liabilities	573	155	215	496	1,422
<b>Total liabilities</b>	<b>725</b>	<b>206</b>	<b>293</b>	<b>585</b>	<b>1,813</b>
<b>Total equity</b>	<b>131</b>	<b>40</b>	<b>78</b>	<b>140</b>	<b>266</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Operators of Buildings and Dwellings (SIC 751)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,067				
Low sales value (\$000's)	(1)	(1)	49	85	200
High sales value (\$000's)	(1)	49	85	200	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	0.7	0.5	0.8	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.5	5.2	3.8	4.2	6.8
Interest coverage ratio (times)	1.2	0.7	0.9	1.1	1.3
Debt ratio (times)	0.8	0.8	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	103				
Low sales value (\$000's)	(1)	(1)	53	32	156
High sales value (\$000's)	(1)	53	82	196	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	46	10	62	36	72
Depreciation	20	2	16	15	44
Other	-17	1	-45	16	-37
<b>Dividends</b>	-23	-9	-24	-20	-35
<b>Investment activities</b>					
Disposal of fixed assets	30	17	27	66	12
Purchase of fixed assets	-111	-	-8	-187	-228
Increase in investment	-24	-2	-20	-44	-32
Decrease in investment	19	-	51	-	25
<b>Financing activities</b>					
Increase in long term debt	86	1	-	137	188
Repayment of long term debt	-41	-1	-3	-32	-116
Loans from shareholders	47	1	3	15	152
Repayment of loans from shareholders	-33	-19	-32	-7	-68
Advances & loans from government	-	-	-	-	-
Increase in equity	13	-	1	41	11
Decrease in equity	-4	-	-1	-5	-8
Other	3	-1	-3	-	13
<b>Increase(decrease) in cash &amp; equivalents</b>	11	-1	25	31	-8
Cash & equivalents-Beginning of the year	29	11	31	2	67
Cash & equivalents - End of the year	40	11	55	33	59

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	16,759	1,700,340	95,102	2,591	1,682
less than 20	15,837	610,018	33,929	2,494	1,633
20 - 99	663	374,873	20,961	65	38
100 - 499	181	318,006	18,027	24	7
500 and over	78	397,443	22,185	8	4
1987					
Total	17,858	2,393,428	110,958	2,713	...
less than 20	16,905	796,500	36,983	2,626	...
20 - 99	678	487,967	22,609	54	...
100 - 499	208	464,931	21,826	23	...
500 and over	67	644,030	29,540	10	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,436				
Average sales \$	177,235	33,960	59,499	123,067	492,414
Average expense \$	140,457	22,259	44,760	86,554	408,256
Average net profit (loss) \$	36,778	11,701	14,739	36,513	84,158
Businesses reporting a profit (No.)	1,025				
Average sales \$	180,209	33,990	58,882	122,170	505,793
Average expense \$	111,833	9,948	28,148	60,474	348,763
Average net profit \$	68,376	24,042	30,734	61,696	157,030
Businesses reporting a loss (No.)	411				
Average sales \$	169,237	33,893	60,660	125,202	457,191
Average expense \$	209,927	50,136	76,007	148,673	564,892
Average net loss \$	-40,690	-16,243	-15,347	-23,471	-107,701
<b>1986</b>					
Number of observations in sample	2,103				
Average sales \$	184,564	34,882	64,884	135,820	502,669
Average expense \$	168,213	36,227	60,905	130,543	445,177
Average net profit (loss) \$	16,351	-1,345	3,979	5,277	57,492
Businesses reporting a profit (No.)	1,384				
Average sales \$	184,931	34,528	65,300	135,409	504,486
Average expense \$	140,515	27,027	49,092	100,938	385,003
Average net profit \$	44,416	7,501	16,208	34,471	119,483
Businesses reporting a loss (No.)	719				
Average sales \$	183,816	35,314	64,203	136,576	498,371
Average expense \$	225,056	47,451	80,290	184,975	587,507
Average net loss \$	-41,440	-12,137	-16,087	-48,399	-89,136
<b>1987</b>					
Number of observations in sample	1,680				
Average sales \$	169,357	36,504	64,605	126,989	449,330
Average expense \$	160,978	40,127	66,307	127,950	409,529
Average net profit (loss) \$	8,379	-3,623	-1,702	-961	39,801
Businesses reporting a profit (No.)	1,071				
Average sales \$	170,530	36,770	64,963	129,333	451,055
Average expense \$	134,724	26,931	50,384	104,726	356,853
Average net profit \$	35,806	9,839	14,579	24,607	94,202
Businesses reporting a loss (No.)	609				
Average sales \$	167,217	36,147	64,131	123,509	445,081
Average expense \$	211,775	57,917	87,409	162,445	539,330
Average net loss \$	-44,558	-21,770	-23,278	-38,936	-94,249

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

Government  
Publication

# OPERATORS OF NON- RESIDENTIAL BUILDINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	395					
Low sales value (\$000's)	(1)	(1)	49	31	214	(1)
High sales value (\$000's)	(1)	49	91	214		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	25.8	26.6	28.1	27.8	20.7	96.9	26.6	27.5	28.4	28.4	22.0
Depreciation	13.6	16.1	13.8	14.9	9.8	89.5	15.2	19.1	15.4	15.8	10.9
Repairs & maintenance	4.0	3.3	4.2	4.2	4.4	62.4	6.4	6.7	7.4	5.9	6.1
Heat, light & telephone	4.1	3.8	4.2	4.0	4.6	54.7	7.6	10.8	8.2	6.1	6.9
Rent	4.0	3.3	5.9	4.8	2.0	19.3	20.7	39.9	27.9	21.0	8.1
Personnel expenses	12.9	10.8	17.0	11.3	12.7	51.7	25.0	28.0	34.2	23.7	17.8
Financial expenses	29.8	32.4	30.4	33.8	22.7	97.9	30.5	33.8	30.9	33.9	23.3
Interest & bank charges	26.4	27.9	27.0	30.0	20.6	85.0	31.0	36.0	30.5	34.9	23.3
Professional fees	3.5	4.6	3.4	3.9	2.1	92.4	3.8	5.2	3.9	3.9	2.2
Other expenses	24.2	20.2	21.7	27.9	26.9	99.2	24.4	20.9	21.7	27.9	26.9
Profit (loss)	7.2	9.9	2.8	-0.9	17.1	96.9	7.5	10.7	2.9	-0.9	17.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating non-residential buildings. This industry includes arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, operating non-residential buildings real estate, shopping centre operating, stadium operating and theatre building operating.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Operators of Non-Residential Buildings (SIC 7512)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369				
Low sales value (\$000's)	(1)	(1)	50	93	216
High sales value (\$000's)	(1)	50	93	216	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	4	1	9	36
Inventory	-	-	-	-	-
Other current assets	113	53	38	68	292
Total current assets	126	57	40	77	328
Fixed assets	542	193	278	530	1,160
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	166	58	79	250	274
<b>Total assets</b>	<b>833</b>	<b>308</b>	<b>397</b>	<b>857</b>	<b>1,762</b>
<b>Liabilities and equity</b>					
Current loans	19	2	6	9	60
Other current liabilities	124	81	60	86	270
Total current liabilities	144	82	66	95	330
Mortgages payable	-	-	-	-	-
Long term debt	8	2	1	8	23
Other liabilities	482	130	200	499	1,093
<b>Total liabilities</b>	<b>634</b>	<b>214</b>	<b>266</b>	<b>602</b>	<b>1,446</b>
<b>Total equity</b>	<b>199</b>	<b>94</b>	<b>130</b>	<b>255</b>	<b>316</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Operators of Non-Residential Buildings (SIC 7512)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369				
Low sales value (\$000's)	(1)	(1)	50	93	216
High sales value (\$000's)	(1)	50	93	216	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.6	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.2	2.3	2.0	2.4	4.6
Interest coverage ratio (times)	1.5	1.1	1.1	1.1	1.8
Debt ratio (times)	0.8	0.7	0.7	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	54	98	196
High sales value (\$000's)	(1)	54	98	196	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	57	20	146	-3	54
Depreciation	24	4	38	9	42
Other	-4	-27	25	6	-23
<b>Dividends</b>	-36	-34	-33	-2	-75
<b>Investment activities</b>					
Disposal of fixed assets	13	-	36	-	14
Purchase of fixed assets	-95	-1	-284	-3	-74
Increase in investment	-27	-5	-86	-	-11
Decrease in investment	32	76	3	-	55
<b>Financing activities</b>					
Increase in long term debt	51	-	181	-	13
Repayment of long term debt	-33	-2	-5	-16	-108
Loans from shareholders	43	-	6	9	153
Repayment of loans from shareholders	-44	-25	-41	-4	-104
Advances & loans from government	-	-	-	-	-
Increase in equity	23	-	61	-	25
Decrease in equity	-3	-	-8	-	-3
Other	-1	-5	-	-	2
<b>Increase(decrease) in cash &amp; equivalents</b>	11	1	41	-3	-
Cash & equivalents-Beginning of the year	12	5	25	2	13
Cash & equivalents - End of the year	23	7	67	-1	13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,117	755,414	43,058	575	446
less than 20	3,699	185,842	10,572	535	422
20 - 99	270	144,739	8,245	22	17
100 - 499	92	141,728	8,306	14	3
500 and over	56	283,105	15,935	4	4
1987					
Total	4,496	1,178,956	55,436	691	...
less than 20	4,071	239,790	11,357	641	...
20 - 99	253	165,425	7,884	26	...
100 - 499	111	219,842	10,646	15	...
500 and over	61	553,899	25,549	9	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	493				
Average sales \$	184,569	35,609	63,193	129,431	510,042
Average expense \$	138,018	19,467	39,607	67,319	425,180
Average net profit (loss) \$	46,551	16,142	23,586	61,612	84,862
Businesses reporting a profit (No.)	357				
Average sales \$	184,637	35,421	65,187	123,141	514,798
Average expense \$	101,727	2,798	20,174	28,828	355,107
Average net profit \$	82,910	32,623	45,013	94,313	159,691
Businesses reporting a loss (No.)	136				
Average sales \$	184,200	35,992	58,967	145,548	496,291
Average expense \$	232,445	53,459	80,780	167,741	627,799
Average net loss \$	-48,245	-17,467	-21,813	-22,193	-131,508
<b>1986</b>					
Number of observations in sample	1,161				
Average sales \$	192,812	34,047	62,910	139,759	534,531
Average expense \$	172,935	32,727	59,233	140,875	458,904
Average net profit (loss) \$	19,877	1,320	3,677	-1,116	75,627
Businesses reporting a profit (No.)	786				
Average sales \$	194,335	34,002	63,016	141,493	541,230
Average expense \$	142,552	25,557	46,861	105,387	392,403
Average net profit \$	52,383	8,445	16,155	36,106	148,827
Businesses reporting a loss (No.)	375				
Average sales \$	188,063	34,159	62,764	136,607	518,722
Average expense \$	237,036	50,696	76,224	205,390	615,832
Average net loss \$	-48,973	-16,537	-13,460	-68,783	-97,110
<b>1987</b>					
Number of observations in sample	599				
Average sales \$	179,825	37,988	68,218	139,704	473,388
Average expense \$	158,915	38,871	72,557	131,017	393,215
Average net profit (loss) \$	20,910	-883	-4,339	8,687	80,173
Businesses reporting a profit (No.)	382				
Average sales \$	185,355	37,544	68,720	150,394	484,760
Average expense \$	140,319	24,679	54,114	114,538	367,944
Average net profit \$	45,036	12,865	14,606	35,856	116,816
Businesses reporting a loss (No.)	217				
Average sales \$	163,995	38,705	67,507	124,798	424,959
Average expense \$	203,824	61,799	98,689	153,995	500,813
Average net loss \$	-39,829	-23,094	-31,182	-29,197	-75,844

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# OPERATORS OF RESIDENTIAL BUILDINGS AND DWELLINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	813					
Low sales value (\$000's)	(1)	(1)	48	91	184	
High sales value (\$000's)	(1)	48	91	184		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.2	0.1	-	-	0.5	1.1	14.8	7.8	5.5	1.4	22.2
Occupancy expenses	28.2	30.1	25.9	28.5	28.4	98.6	28.6	30.7	26.5	28.6	28.7
Depreciation	12.0	15.2	12.5	11.8	8.6	80.5	14.9	18.8	15.7	14.5	10.7
Repairs & maintenance	8.2	7.9	7.6	7.8	9.2	76.0	10.7	11.4	10.4	10.1	11.1
Heat, light & telephone	7.2	6.2	5.2	7.9	9.7	73.9	9.8	9.8	8.0	9.8	11.1
Rent	0.8	0.8	0.5	0.9	0.9	11.5	6.8	10.1	4.7	9.2	5.5
Personnel expenses	10.9	9.8	10.5	11.4	11.7	47.6	22.9	33.8	27.4	22.3	16.4
Financial expenses	37.6	54.6	36.6	29.5	29.9	98.0	38.4	56.1	36.7	30.5	30.4
Interest & bank charges	34.7	50.5	33.3	26.9	28.1	84.4	41.1	61.7	40.2	31.6	32.0
Professional fees	3.0	4.1	3.3	2.6	1.8	91.2	3.2	4.6	3.4	2.8	2.1
Other expenses	27.5	25.5	29.4	29.4	25.7	100.0	27.5	25.5	29.4	29.4	25.7
Profit (loss)	-4.4	-20.1	-2.5	1.1	3.7	95.4	-4.6	-21.8	-2.6	1.2	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7511 - Operators of Residential Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating residential buildings and dwellings. This industry includes apartment building operating, apartment hotel operating, condominium management, leasing of residential buildings and residential buildings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	48	82	192
High sales value (\$000's)	(1)	48	82	192	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	6	1	2	5	14
Inventory	-	-	-	-	-
Other current assets	98	21	33	53	274
Total current assets	103	22	34	68	288
Fixed assets	625	177	255	498	1,565
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	143	15	53	117	386
<b>Total assets</b>	<b>871</b>	<b>215</b>	<b>342</b>	<b>683</b>	<b>2,239</b>
<b>Liabilities and equity</b>					
Current loans	17	3	5	6	55
Other current liabilities	133	34	71	79	346
Total current liabilities	150	37	76	86	401
Mortgages payable	-	-	-	-	-
Long term debt	3	-	1	2	8
Other liabilities	621	160	217	504	1,600
<b>Total liabilities</b>	<b>774</b>	<b>198</b>	<b>294</b>	<b>592</b>	<b>2,008</b>
<b>Total equity</b>	<b>97</b>	<b>17</b>	<b>49</b>	<b>92</b>	<b>231</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	48	82	192
High sales value (\$000's)	(1)	48	82	192	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.6	0.5	0.8	0.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.0	11.6	6.1	6.4	8.7
Interest coverage ratio (times)	1.1	0.6	0.9	1.0	1.1
Debt ratio (times)	0.9	0.9	0.9	0.9	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	48				
Low sales value (\$000's)	(1)	(1)	60	74	180
High sales value (\$000's)	(1)	60	74	192	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	21	7	-6	14	52
Depreciation	17	1	6	11	44
Other	-19	-4	13	-18	-55
<b>Dividends</b>	-8	-	-	-17	-13
<b>Investment activities</b>					
Disposal of fixed assets	9	32	-	-	5
Purchase of fixed assets	-88	-	-9	-10	-279
Increase in investment	-13	-	-	-	-43
Decrease in investment	3	-	-	-	10
<b>Financing activities</b>					
Increase in long term debt	92	-	-	28	286
Repayment of long term debt	-36	-	-2	-7	-113
Loans from shareholders	41	-	-	20	121
Repayment of loans from shareholders	-34	-31	-	-10	-81
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	5	-	6
Decrease in equity	-1	-	-	-	-2
Other	5	-2	-	1	19
<b>Increase(decrease) in cash &amp; equivalents</b>	-6	2	7	11	-35
Cash & equivalents-Beginning of the year	48	18	38	8	109
Cash & equivalents - End of the year	42	20	45	19	73

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	9,884	714,673	39,400	1,307	846
less than 20	9,525	330,809	18,197	1,268	830
20 - 99	284	165,438	9,154	29	14
100 - 499	58	124,588	6,922	6	2
500 and over	17	93,838	5,127	4	-
1987					
Total	10,237	913,299	41,949	1,385	...
less than 20	9,838	417,166	19,181	1,355	...
20 - 99	324	246,012	11,286	21	...
100 - 499	71	184,785	8,562	8	...
500 and over	4	65,336	2,920	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	798				
Average sales \$	178,205	33,866	57,933	121,892	499,327
Average expense \$	145,181	25,577	50,390	97,634	407,124
Average net profit (loss) \$	33,024	8,089	7,543	24,258	92,203
Businesses reporting a profit (No.)	565				
Average sales \$	181,623	33,917	56,686	124,542	511,345
Average expense \$	120,508	19,353	39,099	75,193	348,388
Average net profit \$	61,115	14,564	17,587	49,349	162,957
Businesses reporting a loss (No.)	233				
Average sales \$	169,061	33,029	60,339	116,681	466,195
Average expense \$	206,097	41,399	72,180	141,756	569,051
Average net loss \$	-37,036	-8,370	-11,841	-25,075	-102,856
<b>1986</b>					
Number of observations in sample	744				
Average sales \$	194,178	37,148	73,289	149,638	516,638
Average expense \$	177,736	39,279	69,287	137,384	464,994
Average net profit (loss) \$	16,442	-2,131	4,002	12,254	51,644
Businesses reporting a profit (No.)	470				
Average sales \$	193,308	38,455	75,429	149,630	509,716
Average expense \$	151,707	31,823	56,944	112,618	405,442
Average net profit \$	41,601	6,632	18,485	37,012	104,274
Businesses reporting a loss (No.)	274				
Average sales \$	197,230	36,088	69,275	149,651	533,905
Average expense \$	232,756	45,319	92,437	179,709	613,558
Average net loss \$	-35,526	-9,231	-23,162	-30,058	-79,653
<b>1987</b>					
Number of observations in sample	1,081				
Average sales \$	164,864	35,862	63,291	121,830	438,471
Average expense \$	162,024	40,529	64,818	126,165	416,584
Average net profit (loss) \$	2,840	-4,667	-1,527	-4,335	21,887
Businesses reporting a profit (No.)	689				
Average sales \$	163,314	36,702	64,176	120,931	431,447
Average expense \$	132,093	28,254	49,470	100,411	350,235
Average net profit \$	31,221	8,448	14,706	20,520	81,212
Businesses reporting a loss (No.)	392				
Average sales \$	168,224	34,754	62,201	123,169	452,772
Average expense \$	214,172	56,742	83,716	164,547	551,682
Average net loss \$	-45,948	-21,988	-21,515	-41,378	-98,910

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







M

# CANADA

1987



### SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	733					
Low sales value (\$000's)	(1)	(1)	57	118	255	
High sales value (\$000's)	(1)	57	118	255	71	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	33.7	28.6	37.9	33.4	35.1	84.8	39.8	41.2	43.2	37.6	37.6
Occupancy expenses	10.2	12.5	11.0	10.0	7.5	99.5	10.3	12.6	11.1	10.0	7.5
Depreciation	3.0	4.1	3.1	2.5	2.1	88.1	3.4	5.4	3.5	2.7	2.2
Repairs & maintenance	1.2	1.7	1.1	1.2	0.8	69.0	1.7	3.8	1.6	1.5	1.0
Heat, light & telephone	2.9	3.7	3.1	2.7	1.9	95.1	3.0	3.9	3.4	2.7	2.0
Rent	3.2	3.0	3.7	3.6	2.7	54.2	6.0	7.6	6.9	5.8	4.3
Personnel expenses	22.9	9.2	17.5	30.3	34.4	86.1	26.5	16.1	19.6	30.9	34.4
Financial expenses	2.8	3.4	3.3	2.6	2.1	93.0	3.1	4.1	3.6	2.6	2.1
Interest & bank charges	2.0	2.4	2.2	1.8	1.5	77.9	2.5	3.6	3.0	2.1	1.7
Professional fees	0.9	1.0	1.1	0.8	0.6	83.6	1.1	1.5	1.3	0.9	0.7
Other expenses	19.9	24.4	19.2	18.5	17.5	100.0	19.9	24.4	19.2	18.5	17.5
Profit (loss)	10.4	22.0	11.1	5.3	3.5	99.5	10.5	22.0	11.2	5.3	3.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6352 - Paint and Body Repairs

Businesses primarily engaged in repairing and/or repainting motor vehicle bodies, fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Motor vehicle body repairs, motor vehicle collision repairs, motor vehicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	428				
Low sales value (\$000's)	(1)	(1)	137	252	434
High sales value (\$000's)	(1)	137	252	434	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	6	11	24	54
Inventory	-	-	-	-	-
Other current assets	44	20	27	38	92
Total current assets	68	25	38	62	146
Fixed assets	64	32	42	50	132
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	5	6	24
<b>Total assets</b>	<b>142</b>	<b>60</b>	<b>85</b>	<b>118</b>	<b>302</b>
<b>Liabilities and equity</b>					
Current loans	11	5	8	13	17
Other current liabilities	49	18	28	38	110
Total current liabilities	60	24	36	51	127
Mortgages payable	-	-	-	-	-
Long term debt	4	4	1	4	6
Other liabilities	41	27	37	38	64
<b>Total liabilities</b>	<b>105</b>	<b>55</b>	<b>74</b>	<b>93</b>	<b>197</b>
<b>Total equity</b>	<b>37</b>	<b>6</b>	<b>11</b>	<b>25</b>	<b>105</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	428				
Low sales value (\$000's)	(1)	(1)	137	252	434
High sales value (\$000's)	(1)	137	252	434	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.1	1.1	1.2	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	9.7	6.5	3.7	1.9
Interest coverage ratio (times)	3.1	...	1.7	1.7	5.1
Debt ratio (times)	0.7	0.9	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	200				
Low sales value (\$000's)	(1)	(1)	135	261	458
High sales value (\$000's)	(1)	135	261	458	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	-2	2	3	35
Depreciation	8	4	5	8	15
Other	-2	-4	-	-3	-
<b>Dividends</b>	-2	-	-	-2	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	2	-	1	6
Purchase of fixed assets	-15	-3	-5	-9	-42
Increase in investment	-1	-	-	-	-3
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	14	6	2	26	17
Repayment of long term debt	-11	-2	-2	-23	-12
Loans from shareholders	5	5	1	3	9
Repayment of loans from shareholders	-5	-7	-2	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-1	-	-	-2	-2
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-1	-	-1	10
<b>Cash &amp; equivalents-Beginning of the year</b>	12	4	9	5	29
<b>Cash &amp; equivalents - End of the year</b>	14	3	9	4	39

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	5,751	346,206	20,859	1,068	538
less than 20	5,629	284,073	17,197	1,053	533
20 - 99	119	55,255	3,265	15	5
100 - 499	3	6,878	397	-	-
500 and over	-	-	-	-	-
1987					
Total	5,888	456,928	24,230	887	...
less than 20	5,733	359,943	19,177	873	...
20 - 99	152	89,304	4,667	14	...
100 - 499	3	7,681	386	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Paint & Body Repair Shops (SIC 6352)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	862				
Average sales \$	180,744	40,140	82,372	157,285	443,177
Average expense \$	169,810	34,168	73,838	151,187	420,046
Average net profit (loss) \$	10,934	5,972	8,534	6,098	23,131
Businesses reporting a profit (No.)	762				
Average sales \$	180,940	40,799	80,222	156,619	446,121
Average expense \$	164,331	31,603	67,269	142,555	415,896
Average net profit \$	16,609	9,196	12,953	14,064	30,225
Businesses reporting a loss (No.)	100				
Average sales \$	179,113	37,524	91,748	159,408	427,771
Average expense \$	191,825	44,343	102,484	178,711	441,763
Average net loss \$	-12,712	-6,819	-10,736	-19,303	-13,992
<b>1986</b>					
Number of observations in sample	638				
Average sales \$	207,577	39,531	90,089	179,799	521,289
Average expense \$	196,924	34,237	82,448	176,995	494,015
Average net profit (loss) \$	10,753	5,294	7,641	2,804	27,274
Businesses reporting a profit (No.)	541				
Average sales \$	210,236	39,656	90,824	177,182	533,283
Average expense \$	192,371	31,633	78,286	162,668	496,696
Average net profit \$	17,865	8,023	12,538	14,314	36,587
Businesses reporting a loss (No.)	97				
Average sales \$	196,065	39,094	87,982	185,664	471,518
Average expense \$	207,303	43,303	94,373	208,647	482,889
Average net loss \$	-11,238	-4,209	-6,391	-22,983	-11,371
<b>1987</b>					
Number of observations in sample	849				
Average sales \$	206,362	41,241	87,071	177,983	519,153
Average expense \$	194,242	32,049	78,567	168,653	497,698
Average net profit (loss) \$	12,120	9,192	8,504	9,330	21,455
Businesses reporting a profit (No.)	655				
Average sales \$	211,635	41,470	86,103	175,132	543,836
Average expense \$	192,176	30,467	71,420	158,063	508,755
Average net profit \$	19,459	11,003	14,683	17,069	35,081
Businesses reporting a loss (No.)	194				
Average sales \$	189,918	39,298	90,634	185,776	443,965
Average expense \$	203,003	45,499	104,901	197,594	464,017
Average net loss \$	-13,085	-6,201	-14,267	-11,818	-20,052

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
S 51

PAINTING AND DECORATING  
WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	835				
Low sales value (\$000's)	(1)	(1)	40	62	120
High sales value (\$000's)	(1)	40	62	120	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.2	13.5	18.1	16.2	20.8	73.4	23.4	20.2	25.0	22.8	25.1
Occupancy expenses	6.0	8.7	5.8	5.0	4.7	96.7	6.3	9.3	6.1	5.0	4.8
Depreciation	2.7	3.9	2.5	2.5	1.9	83.5	3.2	5.0	3.3	2.9	2.0
Repairs & maintenance	0.7	1.0	0.7	0.6	0.7	36.8	2.0	2.3	2.2	1.9	1.7
Heat, light & telephone	1.0	1.3	1.2	0.9	0.8	61.5	1.7	2.4	2.1	1.5	1.0
Rent	1.6	2.5	1.4	1.0	1.4	52.8	3.0	6.2	2.9	1.9	2.1
Personnel expenses	23.5	11.8	18.7	25.5	38.0	75.6	31.1	22.5	28.2	29.4	39.1
Financial expenses	1.7	1.6	2.0	1.6	1.6	83.3	2.0	2.4	2.5	1.8	1.6
Interest & bank charges	1.0	1.0	1.3	1.0	0.8	65.4	1.5	2.0	2.0	1.6	0.9
Professional fees	0.7	0.6	0.7	0.6	0.8	71.2	1.0	1.1	1.1	0.8	0.9
Other expenses	26.4	23.9	28.2	28.2	25.2	100.0	26.4	23.9	28.2	28.2	25.2
Profit (loss)	25.2	40.5	27.2	23.4	9.7	98.3	25.6	40.5	28.5	23.8	9.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4275 - Painting and Decorating Contractors

Businesses primarily engaged in painting, paperhanging and decorating in buildings and painting of heavy (engineering) structures. Included are businesses primarily engaged in paint or paper stripping and parking lot or road surface marking. This industry includes the painting of bridges and structures, interior decorating, paint stripping (except furniture), interior and exterior painting of buildings, paper hanging (interior decorating) and wallpaper hanging and removal.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	404				
Low sales value (\$000's)	(1)	(1)	83	166	327
High sales value (\$000's)	(1)	83	166	327	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	3	11	30	90
Inventory	-	-	-	-	-
Other current assets	33	8	18	22	85
Total current assets	67	10	29	53	176
Fixed assets	23	10	13	20	51
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	1	9	3	12
<b>Total assets</b>	<b>97</b>	<b>22</b>	<b>52</b>	<b>75</b>	<b>238</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	9	16
Other current liabilities	37	10	16	33	89
Total current liabilities	45	13	19	42	105
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	1	1
Other liabilities	15	7	15	13	26
<b>Total liabilities</b>	<b>61</b>	<b>21</b>	<b>34</b>	<b>55</b>	<b>132</b>
<b>Total equity</b>	<b>36</b>	<b>-</b>	<b>18</b>	<b>20</b>	<b>106</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Painting and Decorating Work (SIC 4275)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	404				
Low sales value (\$000's)	(1)	(1)	83	166	327
High sales value (\$000's)	(1)	83	166	327	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.8	1.6	1.3	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	42.9	1.9	2.8	1.2
Interest coverage ratio (times)	8.8	...	7.1	7.6	12.0
Debt ratio (times)	0.6	1.0	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	177				
Low sales value (\$000's)	(1)	(1)	94	182	327
High sales value (\$000's)	(1)	94	182	327	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	-2	4	16	36
Depreciation	5	2	3	4	11
Other	-4	-1	-4	1	-10
<b>Dividends</b>	<b>-5</b>	<b>-1</b>	<b>-5</b>	<b>-7</b>	<b>-7</b>
<b>Investment activities</b>					
Disposal of fixed assets	2	-	2	1	4
Purchase of fixed assets	-10	-2	-4	-7	-25
Increase in investment	-1	-1	-	-	-1
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	4	2	1	2	9
Repayment of long term debt	-2	-1	-1	-2	-5
Loans from shareholders	3	1	3	2	4
Repayment of loans from shareholders	-2	-	-1	-2	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	1	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>-2</b>	<b>-4</b>	<b>9</b>	<b>10</b>
Cash & equivalents-Beginning of the year	15	8	16	10	25
Cash & equivalents - End of the year	18	5	12	19	35

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Painting and Decorating Work (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,439	251,889	10,478	1,001	549
less than 20	4,347	182,931	7,510	991	539
20 - 99	87	58,715	2,482	8	4
100 - 499	5	10,243	486	2	6
500 and over	-	-	-	-	-
1987					
Total	5,305	373,000	13,945	1,226	...
less than 20	5,175	267,715	9,862	1,207	...
20 - 99	114	88,637	3,224	18	...
100 - 499	16	16,648	859	1	...
500 and over	-	-	-	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,455				
Average sales \$	128,895	30,282	47,738	95,379	351,581
Average expense \$	112,657	19,652	34,672	71,797	324,508
Average net profit (loss) \$	16,238	10,630	13,066	14,182	27,073
Businesses reporting a profit (No.)	2,247				
Average sales \$	127,730	30,245	47,754	85,954	346,957
Average expense \$	108,332	18,579	32,984	69,064	312,699
Average net profit \$	19,398	11,666	14,770	16,890	34,258
Businesses reporting a loss (No.)	208				
Average sales \$	135,981	30,949	47,554	86,162	379,258
Average expense \$	144,952	39,148	53,725	91,581	395,353
Average net loss \$	-8,971	-8,199	-6,171	-5,419	-16,095
<b>1986</b>					
Number of observations in sample	2,611				
Average sales \$	122,514	31,177	48,063	83,226	327,591
Average expense \$	104,287	19,257	32,940	66,828	298,122
Average net profit (loss) \$	18,227	11,920	15,123	16,398	29,469
Businesses reporting a profit (No.)	2,248				
Average sales \$	124,535	31,038	47,934	82,697	336,469
Average expense \$	101,913	17,981	30,210	62,127	297,334
Average net profit \$	22,622	13,057	17,724	20,570	39,135
Businesses reporting a loss (No.)	363				
Average sales \$	113,821	32,950	49,183	85,962	287,189
Average expense \$	121,240	35,564	56,526	91,181	301,708
Average net loss \$	-7,419	-2,614	-7,343	-5,199	-14,519
<b>1987</b>					
Number of observations in sample	879				
Average sales \$	123,552	32,334	50,875	83,653	327,346
Average expense \$	105,393	19,813	37,224	65,119	299,417
Average net profit (loss) \$	18,159	12,521	13,651	18,534	27,929
Businesses reporting a profit (No.)	757				
Average sales \$	126,137	32,395	50,425	82,671	339,058
Average expense \$	104,047	19,280	34,586	60,873	301,447
Average net profit \$	22,090	13,115	15,839	21,798	37,611
Businesses reporting a loss (No.)	122				
Average sales \$	112,727	30,514	56,034	91,981	272,377
Average expense \$	123,576	35,824	67,475	101,115	289,890
Average net loss \$	-10,849	-5,310	-11,441	-9,134	-17,513

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

Government  
Publications

# SERVICE INDUSTRIES INCIDENTAL TO (CRUDE) PETROLEUM AND NATURAL GAS

## CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	164										
Low sales value (\$000's)	(1)	(1)	58	37	267						
High sales value (\$000's)	(1)	58	37	267	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.6	0.4	0.6	1.3	4.1	10.5	15.1	12.2	17.2	26.8	13.4
Occupancy expenses	19.2	19.2	19.7	18.3	19.7	94.8	20.3	21.4	19.7	20.4	19.7
Depreciation	10.9	12.7	13.5	7.7	9.8	89.4	12.2	15.6	13.9	8.8	10.6
Repairs & maintenance	3.8	1.8	2.8	6.5	4.0	53.2	7.1	5.5	5.8	9.0	6.9
Heat, light & telephone	1.8	1.7	2.3	1.6	1.6	69.4	2.6	3.4	3.3	2.1	2.0
Rent	2.7	3.1	1.2	2.4	4.2	54.4	5.0	7.4	2.4	4.2	6.0
Personnel expenses	31.5	24.6	30.0	33.9	37.2	85.9	36.6	31.0	36.3	40.9	37.5
Financial expenses	5.3	5.2	6.9	3.2	5.9	98.4	5.4	5.3	7.0	3.3	5.9
Interest & bank charges	2.5	2.8	2.0	2.1	3.1	85.5	2.9	3.5	2.6	2.4	3.1
Professional fees	2.8	2.4	4.9	1.0	2.8	87.9	3.2	2.8	5.3	1.1	3.6
Other expenses	33.7	31.9	35.9	31.3	35.6	100.0	33.7	31.9	35.9	31.3	35.6
Profit (loss)	8.8	18.8	6.9	12.1	-2.5	98.1	9.0	18.8	7.2	12.4	-2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 0910 - Service Industries Incidental to Crude Petroleum and Natural Gas

Businesses primarily engaged in providing contract drilling and other services to petroleum and natural gas industries.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	140				
Low sales value (\$000's)	(1)	(1)	69	120	307
High sales value (\$000's)	(1)	69	120	307	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	8	10	32	157
Inventory	-	-	-	-	-
Other current assets	56	28	46	56	94
Total current assets	109	37	55	88	251
Fixed assets	196	118	51	135	470
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	57	2	7	182	29
<b>Total assets</b>	<b>361</b>	<b>157</b>	<b>113</b>	<b>405</b>	<b>750</b>
<b>Liabilities and equity</b>					
Current loans	31	4	6	11	103
Other current liabilities	65	18	15	64	160
Total current liabilities	97	22	21	75	263
Mortgages payable	-	-	-	-	-
Long term debt	35	3	3	4	126
Other liabilities	89	12	40	59	241
<b>Total liabilities</b>	<b>220</b>	<b>38</b>	<b>64</b>	<b>138</b>	<b>630</b>
<b>Total equity</b>	<b>141</b>	<b>119</b>	<b>49</b>	<b>267</b>	<b>120</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	140				
Low sales value (\$000's)	(1)	(1)	69	120	307
High sales value (\$000's)	(1)	69	120	307	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.7	2.7	1.2	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	0.3	1.3	0.5	5.3
Interest coverage ratio (times)	0.4	...	3.8	4.5	-
Debt ratio (times)	0.6	0.2	0.6	0.3	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	78				
Low sales value (\$000's)	(1)	(1)	75	120	276
High sales value (\$000's)	(1)	75	120	276	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	-6	-	-9	18	-31
Depreciation	27	4	18	12	74
Other	-24	-6	-8	-2	-78
<b>Dividends</b>	-5	-2	-3	-	-13
<b>Investment activities</b>					
Disposal of fixed assets	6	7	2	7	6
Purchase of fixed assets	-9	-3	-6	-12	-14
Increase in investment	-11	-2	-34	-7	-1
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	2	7	-	15
Repayment of long term debt	-23	-4	-30	-4	-54
Loans from shareholders	32	5	3	2	115
Repayment of loans from shareholders	-3	-5	-3	-1	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	6	-	23	-	2
Decrease in equity	-	-	-	-	-
Other	-9	-	-	-1	-33
<b>Increase(decrease) in cash &amp; equivalents</b>	-11	-3	-40	12	-15
Cash & equivalents-Beginning of the year	23	7	73	-2	20
Cash & equivalents - End of the year	12	4	32	10	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,429	1,012,389	34,474	354	249
less than 20	1,105	106,508	3,063	305	229
20 - 99	164	161,832	5,227	20	10
100 - 499	104	254,589	8,303	24	8
500 and over	56	489,460	17,881	5	2
1987					
Total	1,681	939,363	31,381	296	...
less than 20	1,383	124,686	4,016	259	...
20 - 99	166	162,075	5,112	31	...
100 - 499	76	177,067	5,477	3	...
500 and over	56	475,535	16,776	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	190				
Average sales \$	283,593	42,395	115,915	235,179	740,882
Average expense \$	257,054	30,328	101,150	210,693	586,046
Average net profit (loss) \$	26,539	12,067	14,765	24,486	54,836
Businesses reporting a profit (No.)	166				
Average sales \$	293,297	42,020	112,969	230,899	787,298
Average expense \$	248,716	26,797	87,942	194,604	585,519
Average net profit \$	44,581	15,223	25,027	36,295	101,779
Businesses reporting a loss (No.)	24				
Average sales \$	252,697	44,156	137,759	254,029	574,843
Average expense \$	303,879	46,913	199,112	281,561	587,931
Average net loss \$	-51,182	-2,757	-61,353	-27,532	-113,088
<b>1986</b>					
Number of observations in sample	247				
Average sales \$	359,588	41,800	102,865	326,441	967,247
Average expense \$	329,357	32,043	96,283	284,798	904,304
Average net profit (loss) \$	30,231	9,757	6,582	41,643	62,943
Businesses reporting a profit (No.)	200				
Average sales \$	364,333	42,118	113,076	323,666	978,472
Average expense \$	313,565	20,044	91,839	264,186	878,189
Average net profit \$	50,768	22,074	21,237	59,480	100,283
Businesses reporting a loss (No.)	47				
Average sales \$	351,378	41,437	83,147	349,159	931,767
Average expense \$	397,754	45,709	104,864	453,588	986,856
Average net loss \$	-46,376	-4,272	-21,717	-104,429	-55,089
<b>1987</b>					
Number of observations in sample	190				
Average sales \$	248,163	41,820	76,613	151,086	723,134
Average expense \$	255,036	59,482	69,054	135,915	755,693
Average net profit (loss) \$	-6,873	-17,662	7,559	15,171	-32,559
Businesses reporting a profit (No.)	125				
Average sales \$	173,571	39,130	76,022	147,852	431,280
Average expense \$	147,875	21,022	59,505	116,689	394,282
Average net profit \$	25,696	18,108	16,517	31,163	36,998
Businesses reporting a loss (No.)	65				
Average sales \$	334,821	45,291	77,959	158,691	1,057,344
Average expense \$	387,646	109,109	90,791	181,127	1,169,555
Average net loss \$	-52,825	-63,818	-12,832	-22,436	-112,211

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CAI  
GAT 20  
-IST 520  
-S 51

# WHOLESALE PETROLEUM PRODUCTS

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	820					
Low sales value (\$000's)	(1)	(1)	111	233	593	
High sales value (\$000's)	(1)	111	233	593		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.6	18.6	17.5	34.5	59.9	60.7	53.8	53.8	36.4	51.0	65.0
Occupancy expenses	10.3	14.1	13.1	9.3	4.5	98.3	10.5	14.6	13.4	9.4	4.6
Depreciation	4.9	6.1	7.1	4.4	1.9	92.6	5.3	7.1	7.7	4.7	2.0
Repairs & maintenance	3.0	5.4	2.8	2.6	1.3	72.9	4.1	8.0	3.9	3.6	1.6
Heat, light & telephone	1.5	1.4	2.3	1.4	0.6	86.9	1.7	2.2	2.5	1.5	0.7
Rent	0.9	1.2	0.9	0.9	0.6	44.4	2.1	3.4	3.0	1.9	1.0
Personnel expenses	23.0	22.1	31.5	25.7	11.8	92.4	24.9	25.5	34.8	27.4	12.4
Financial expenses	3.0	4.4	4.2	2.4	1.2	97.8	3.1	4.5	4.2	2.4	1.3
Interest & bank charges	2.1	3.2	2.8	1.7	0.8	83.7	2.5	4.3	3.4	1.9	0.9
Professional fees	0.9	1.2	1.4	0.6	0.4	89.1	1.0	1.5	1.5	0.7	0.4
Other expenses	21.7	23.0	25.5	19.7	18.9	100.0	21.7	23.0	25.5	19.7	18.9
Profit (loss)	9.3	17.8	8.2	7.4	3.8	97.6	9.5	18.0	8.8	7.5	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5111 - Wholesale Petroleum Products

Businesses primarily engaged in wholesale dealing in refined petroleum products. Businesses primarily engaged in dealing in fuel oil and liquefied petroleum gases are classified in this industry regardless of whether their sales are considered to be wholesale or retail. Included are businesses engaged in wholesale bulk tank station, wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil, wholesale gasoline, wholesale heating oil, wholesale kerosene, wholesale liquefied petroleum gases, wholesale lubricating oils and greases, wholesale petroleum products and wholesale of refined petroleum products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale Petroleum Products (SIC 5111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	630				
Low sales value (\$000's)	(1)	(1)	152	277	664
High sales value (\$000's)	(1)	152	277	664	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	59	9	44	69	115
Inventory	-	-	-	-	-
Other current assets	87	23	55	86	183
Total current assets	146	32	99	155	298
Fixed assets	81	31	102	84	105
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	30	11	21	24	65
<b>Total assets</b>	<b>257</b>	<b>74</b>	<b>222</b>	<b>264</b>	<b>467</b>
<b>Liabilities and equity</b>					
Current loans	26	6	28	31	41
Other current liabilities	76	21	46	70	166
Total current liabilities	102	27	74	100	208
Mortgages payable	-	-	-	-	-
Long term debt	9	4	11	10	12
Other liabilities	49	22	81	36	55
<b>Total liabilities</b>	<b>160</b>	<b>52</b>	<b>165</b>	<b>147</b>	<b>275</b>
<b>Total equity</b>	<b>97</b>	<b>21</b>	<b>57</b>	<b>117</b>	<b>192</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale Petroleum Products (SIC 5111)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	630				
Low sales value (\$000's)	(1)	(1)	152	277	664
High sales value (\$000's)	(1)	152	277	664	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.3	1.6	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	2.4	2.9	1.3	1.4
Interest coverage ratio (times)	4.7	2.1	3.7	4.6	6.1
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	304				
Low sales value (\$000's)	(1)	(1)	196	344	783
High sales value (\$000's)	(1)	196	344	783	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	7	17	25	48
Depreciation	18	7	17	24	24
Other	-2	-5	-1	-	-3
<b>Dividends</b>	-7	-4	-6	-5	-13
<b>Investment activities</b>					
Disposal of fixed assets	13	11	15	12	14
Purchase of fixed assets	-33	-22	-29	-35	-48
Increase in investment	-6	-1	-3	-10	-10
Decrease in investment	3	1	1	3	6
<b>Financing activities</b>					
Increase in long term debt	16	13	11	21	18
Repayment of long term debt	-12	-7	-11	-16	-14
Loans from shareholders	6	4	7	7	7
Repayment of loans from shareholders	-9	-6	-10	-13	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	5	3
Decrease in equity	-1	-	-1	-	-3
Other	-1	-	-1	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	10	-2	6	16	22
Cash & equivalents-Beginning of the year	9	3	-1	2	31
Cash & equivalents - End of the year	19	-	5	17	52

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Wholesale Petroleum Products (SIC 5111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,356	413,678	17,764	345	227
less than 20	3,228	204,829	8,706	324	222
20 - 99	92	60,302	2,608	16	4
100 - 499	15	25,844	1,282	1	-
500 and over	21	122,703	5,168	4	1
1987					
Total	3,245	528,657	20,780	318	...
less than 20	3,055	246,916	9,666	289	...
20 - 99	122	93,996	3,636	13	...
100 - 499	42	36,488	1,562	15	...
500 and over	26	151,257	5,916	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	494				
Average sales \$	467,146	67,790	175,410	447,788	1,177,597
Average expense \$	442,769	53,440	160,901	422,433	1,134,303
Average net profit (loss) \$	24,377	14,350	14,509	25,355	43,294
Businesses reporting a profit (No.)	443				
Average sales \$	466,921	68,731	173,688	448,042	1,177,224
Average expense \$	435,200	51,372	155,376	412,377	1,121,676
Average net profit \$	31,721	17,359	18,312	35,665	55,548
Businesses reporting a loss (No.)	51				
Average sales \$	468,751	60,540	189,058	445,661	1,179,743
Average expense \$	496,902	69,370	204,676	506,721	1,206,839
Average net loss \$	-28,151	-8,830	-15,618	-61,060	-27,096
<b>1986</b>					
Number of observations in sample	523				
Average sales \$	416,340	61,171	161,027	335,110	1,108,051
Average expense \$	400,011	46,123	148,578	315,923	1,089,419
Average net profit (loss) \$	16,329	15,048	12,449	19,187	18,632
Businesses reporting a profit (No.)	454				
Average sales \$	416,786	61,090	158,180	349,253	1,098,622
Average expense \$	390,463	45,950	137,910	321,226	1,056,764
Average net profit \$	26,323	15,140	20,270	28,027	41,858
Businesses reporting a loss (No.)	69				
Average sales \$	419,677	83,600	167,319	294,331	1,133,456
Average expense \$	436,009	93,847	172,152	300,632	1,177,403
Average net loss \$	-16,332	-10,247	-4,833	-6,301	-43,947
<b>1987</b>					
Number of observations in sample	987				
Average sales \$	423,802	62,398	165,732	368,507	1,098,569
Average expense \$	401,323	54,294	152,984	342,118	1,055,897
Average net profit (loss) \$	22,479	8,104	12,748	26,389	42,672
Businesses reporting a profit (No.)	780				
Average sales \$	430,103	60,608	168,640	368,197	1,122,967
Average expense \$	396,623	45,457	144,892	331,466	1,064,676
Average net profit \$	33,480	15,151	23,748	36,731	58,291
Businesses reporting a loss (No.)	207				
Average sales \$	394,657	66,620	156,949	369,767	985,290
Average expense \$	413,290	75,144	177,430	385,452	1,015,135
Average net loss \$	-18,633	-8,524	-20,481	-15,685	-29,845

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# PHARMACIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada    Industrie, Sciences et Technologies Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,201					
Low sales value (\$000's)	(1)	(1)	342	634	984	
High sales value (\$000's)	(1)	342	634	984	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	57.7	51.7	57.4	59.2	62.4	92.2	62.6	61.2	60.4	62.6	66.1
Occupancy expenses	4.7	5.4	4.6	4.6	4.2	95.2	4.9	6.1	4.8	4.7	4.3
Depreciation	1.0	1.4	1.1	0.9	0.8	85.9	1.2	1.3	1.3	1.0	0.9
Repairs & maintenance	0.4	0.5	0.4	0.4	0.3	78.0	0.5	0.7	0.4	0.5	0.4
Heat, light & telephone	0.8	1.0	0.8	0.7	0.6	89.5	0.9	1.2	0.9	0.8	0.6
Rent	2.5	2.6	2.4	2.5	2.5	77.2	3.2	3.8	3.2	3.0	2.9
Personnel expenses	15.4	16.8	15.1	15.2	14.6	95.1	16.3	19.0	15.6	15.8	14.9
Financial expenses	1.7	2.2	1.9	1.5	1.3	94.8	1.8	2.5	1.9	1.6	1.3
Interest & bank charges	0.8	1.0	0.8	0.8	0.7	82.5	1.0	1.5	0.9	1.0	0.8
Professional fees	0.9	1.2	1.1	0.7	0.6	91.2	1.0	1.4	1.2	0.7	0.6
Other expenses	12.9	12.4	13.3	13.7	12.3	99.9	12.9	12.4	13.3	13.7	12.3
Profit (loss)	7.5	11.6	7.6	5.6	5.1	98.7	7.6	11.9	7.7	5.7	5.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise. This industry includes prescription drug stores, retail pharmaceuticals, prescription pharmacies and retail prescription medicines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	750				
Low sales value (\$000's)	(1)	(1)	446	710	1,074
High sales value (\$000's)	(1)	446	710	1,074	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	14	27	36	57
Inventory	-	-	-	-	-
Other current assets	189	87	153	204	313
Total current assets	223	102	180	240	370
Fixed assets	49	34	40	56	65
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	37	9	31	45	63
<b>Total assets</b>	<b>309</b>	<b>145</b>	<b>251</b>	<b>342</b>	<b>497</b>
<b>Liabilities and equity</b>					
Current loans	23	7	18	29	37
Other current liabilities	99	41	78	111	165
Total current liabilities	121	48	96	140	202
Mortgages payable	-	-	-	-	-
Long term debt	5	3	2	7	6
Other liabilities	42	35	34	42	59
<b>Total liabilities</b>	<b>168</b>	<b>86</b>	<b>132</b>	<b>188</b>	<b>267</b>
<b>Total equity</b>	<b>141</b>	<b>59</b>	<b>119</b>	<b>153</b>	<b>231</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	750				
Low sales value (\$000's)	(1)	(1)	446	710	1,074
High sales value (\$000's)	(1)	446	710	1,074	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.1	1.9	1.7	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.2	1.4	1.1	1.2	1.2
Interest coverage ratio (times)	6.7	5.0	5.8	6.5	7.8
Debt ratio (times)	0.5	0.6	0.5	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	579				
Low sales value (\$000's)	(1)	(1)	468	736	1,096
High sales value (\$000's)	(1)	468	736	1,096	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	36	6	30	47	61
Depreciation	9	5	7	11	14
Other	-7	6	-4	-12	-18
<b>Dividends</b>	-16	-5	-9	-18	-31
<b>Investment activities</b>					
Disposal of fixed assets	3	3	1	5	3
Purchase of fixed assets	-16	-12	-8	-19	-26
Increase in investment	-4	-	-5	-3	-9
Decrease in investment	1	-	1	1	3
<b>Financing activities</b>					
Increase in long term debt	8	9	3	8	12
Repayment of long term debt	-8	-4	-6	-10	-10
Loans from shareholders	7	6	2	10	11
Repayment of loans from shareholders	-11	-8	-6	-13	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	1	-	7
Decrease in equity	-1	-	-	-3	-2
Other	-	-	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	3	5	6	3	-1
<b>Cash &amp; equivalents-Beginning of the year</b>	18	8	18	19	28
<b>Cash &amp; equivalents - End of the year</b>	21	13	24	21	26

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,196	678,783	49,638	373	307
less than 20	3,536	319,673	23,295	320	247
20 - 99	608	243,014	17,861	50	58
100 - 499	42	64,201	5,061	3	1
500 and over	10	51,895	3,481	-	1
1987					
Total	4,460	919,842	56,306	456	...
less than 20	3,500	334,125	23,917	356	...
20 - 99	896	391,125	28,155	94	...
100 - 499	44	84,081	6,083	4	...
500 and over	20	110,511	8,151	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

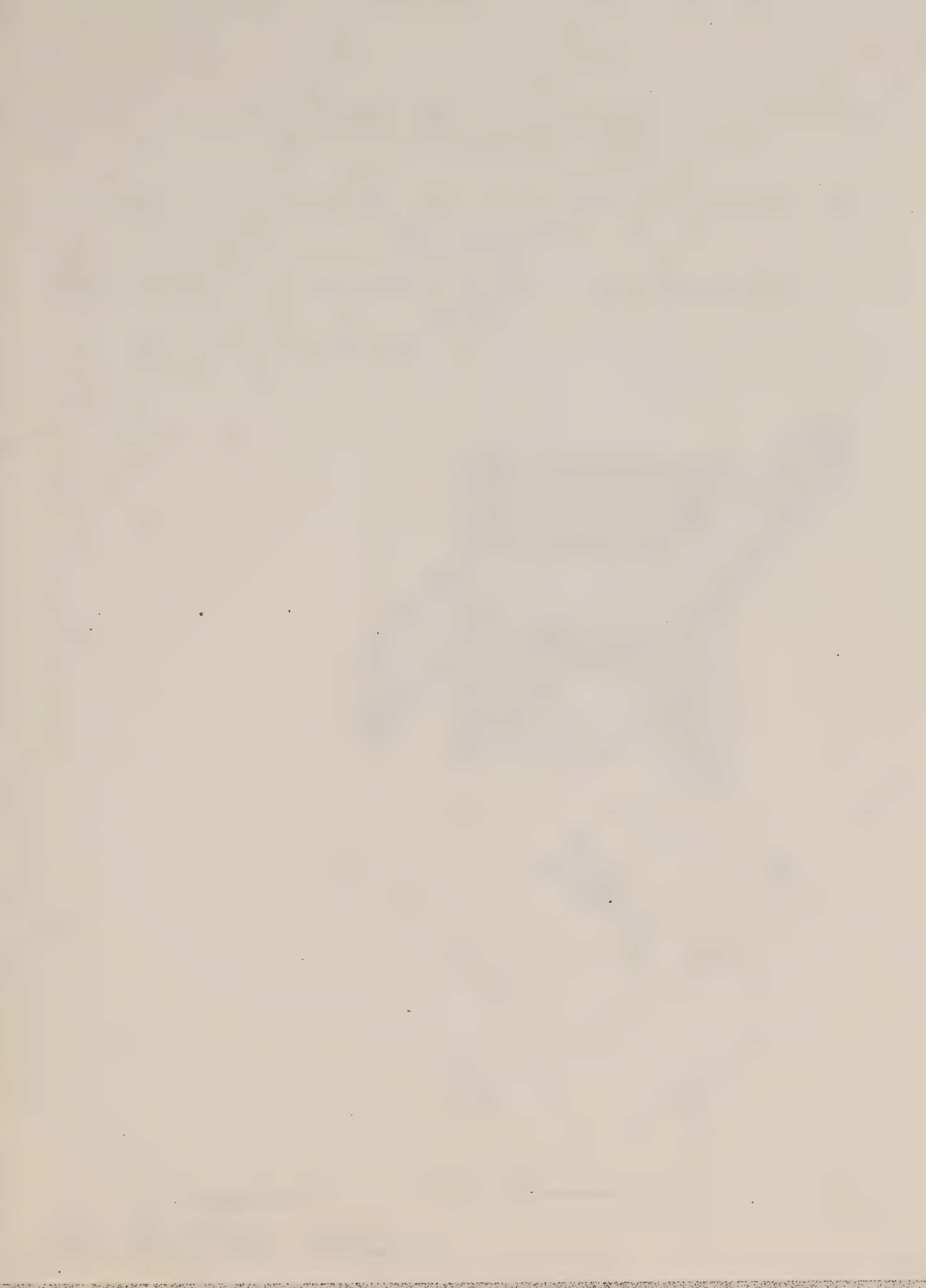


TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	980				
Average sales \$	728,864	169,401	505,403	828,981	1,411,669
Average expense \$	683,791	153,882	468,062	773,566	1,339,654
Average net profit (loss) \$	45,073	15,519	37,341	55,415	72,015
Businesses reporting a profit (No.)	901				
Average sales \$	735,231	188,288	506,253	821,899	1,424,485
Average expense \$	681,587	160,964	465,714	761,064	1,338,607
Average net profit \$	53,644	27,324	40,539	60,835	85,878
Businesses reporting a loss (No.)	79				
Average sales \$	711,957	116,184	486,182	929,583	1,315,877
Average expense \$	738,439	133,927	521,178	951,173	1,347,478
Average net loss \$	-26,482	-17,743	-34,996	-21,590	-31,601
<b>1986</b>					
Number of observations in sample	1,182				
Average sales \$	689,474	204,809	454,377	736,594	1,362,114
Average expense \$	655,375	198,231	428,308	700,223	1,294,738
Average net profit (loss) \$	34,099	6,578	26,069	36,371	67,376
Businesses reporting a profit (No.)	998				
Average sales \$	691,635	210,263	455,619	734,313	1,366,343
Average expense \$	643,888	186,807	421,780	687,487	1,279,478
Average net profit \$	47,747	23,456	33,839	46,826	86,865
Businesses reporting a loss (No.)	184				
Average sales \$	683,046	196,088	447,390	750,777	1,337,927
Average expense \$	710,738	216,499	465,016	779,421	1,382,015
Average net loss \$	-27,692	-20,411	-17,626	-28,644	-44,088
<b>1987</b>					
Number of observations in sample	1,418				
Average sales \$	709,955	205,110	496,484	791,018	1,347,207
Average expense \$	668,729	185,452	463,160	746,425	1,279,880
Average net profit (loss) \$	41,226	19,658	33,324	44,593	67,327
Businesses reporting a profit (No.)	1,216				
Average sales \$	712,791	216,554	495,119	790,554	1,348,938
Average expense \$	659,335	184,756	451,024	735,669	1,265,889
Average net profit \$	53,456	31,798	44,095	54,885	83,049
Businesses reporting a loss (No.)	202				
Average sales \$	700,490	169,803	502,664	794,494	1,334,997
Average expense \$	727,785	187,597	518,096	826,850	1,378,596
Average net loss \$	-27,295	-17,794	-15,432	-32,356	-43,599

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# PHOTOGRAPHERS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	232				
Low sales value (\$000's)	(1)	(1)	39	67	116
High sales value (\$000's)	(1)	39	67	116	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	19.5	20.6	20.3	19.2	18.2	61.6	31.7	34.1	33.6	32.5	27.2
Occupancy expenses	15.3	18.2	15.6	16.1	11.4	97.2	15.7	20.0	16.0	16.1	11.4
Depreciation	6.4	11.0	5.9	5.2	3.8	86.1	7.5	14.8	6.8	6.1	4.0
Repairs & maintenance	1.1	0.9	1.7	0.8	0.9	65.4	1.6	1.7	2.3	1.2	1.3
Heat, light & telephone	2.3	2.4	2.4	2.6	1.7	74.4	3.0	4.9	3.2	3.0	2.0
Rent	5.5	3.9	5.6	7.4	4.9	68.7	8.0	8.8	9.1	8.1	6.5
Personnel expenses	11.4	0.5	8.4	12.8	23.4	59.3	19.2	2.0	17.2	18.3	25.1
Financial expenses	2.9	2.0	3.2	2.9	3.4	84.9	3.4	4.0	3.5	2.9	3.5
Interest & bank charges	1.7	1.2	1.8	1.9	1.7	72.1	2.3	3.3	2.5	2.0	2.0
Professional fees	1.2	0.8	1.3	1.0	1.7	78.3	1.5	1.6	1.7	1.1	1.8
Other expenses	35.9	34.5	37.0	38.1	33.9	100.0	35.9	34.5	37.0	38.1	33.9
Profit (loss)	15.0	24.3	15.5	11.0	9.8	99.0	15.2	24.3	15.5	11.0	10.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9931 - Photographers

Businesses primarily engaged in portrait and commercial photography. This industry includes commercial photographers, photographic studios and portrait photographers.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	133				
Low sales value (\$000's)	(1)	(1)	83	104	254
High sales value (\$000's)	(1)	83	104	254	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	15	3	4	17	36
Inventory	-	-	-	-	-
Other current assets	34	11	20	19	84
Total current assets	49	14	24	36	120
Fixed assets	46	31	27	35	90
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	2	1	10	44
<b>Total assets</b>	<b>109</b>	<b>47</b>	<b>52</b>	<b>80</b>	<b>254</b>
<b>Liabilities and equity</b>					
Current loans	9	2	5	7	20
Other current liabilities	33	13	16	28	74
Total current liabilities	42	15	20	35	95
Mortgages payable	-	-	-	-	-
Long term debt	3	-	1	1	9
Other liabilities	29	28	22	24	42
<b>Total liabilities</b>	<b>73</b>	<b>43</b>	<b>43</b>	<b>60</b>	<b>145</b>
<b>Total equity</b>	<b>36</b>	<b>4</b>	<b>9</b>	<b>20</b>	<b>109</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Photographers (SIC 9931)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	133				
Low sales value (\$000's)	(1)	(1)	83	104	254
High sales value (\$000's)	(1)	83	104	254	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.0	1.2	1.0	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	11.6	4.8	3.0	1.3
Interest coverage ratio (times)	5.5	2.3	1.7	3.6	8.6
Debt ratio (times)	0.7	0.9	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Photographers (SIC 9931)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	67				
Low sales value (\$000's)	(1)	(1)	90	132	235
High sales value (\$000's)	(1)	90	132	235	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	20	-	6	22	49
Depreciation	8	6	5	5	14
Other	2	8	2	-1	2
<b>Dividends</b>	-10	-	-6	-10	-22
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	3	5
Purchase of fixed assets	-22	-7	-8	-28	-42
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	10	-	-	20	14
Repayment of long term debt	-8	-2	-17	-3	-9
Loans from shareholders	8	-	19	7	5
Repayment of loans from shareholders	-7	-3	-1	-4	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-4	-
Other	-	-	-1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	3	-1	7	-6
<b>Cash &amp; equivalents-Beginning of the year</b>	9	4	12	1	21
<b>Cash &amp; equivalents - End of the year</b>	10	7	11	8	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Photographers (SIC 9931)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,474	71,232	5,033	281	159
less than 20	1,402	41,393	2,949	275	148
20 - 99	51	14,115	998	6	1
100 - 499	21	15,724	1,086	-	-
500 and over	-	-	-	-	10
1987					
Total	1,584	111,333	7,730	243	...
less than 20	1,486	51,711	3,552	228	...
20 - 99	59	18,147	1,238	3	...
100 - 499	29	22,984	1,633	2	...
500 and over	10	18,491	1,307	10	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Photographers (SIC 9931)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	248				
Average sales \$	119,891	32,939	57,086	86,908	292,630
Average expense \$	111,315	26,953	47,552	84,993	285,761
Average net profit (loss) \$	8,576	5,986	9,534	11,915	6,869
Businesses reporting a profit (No.)	210				
Average sales \$	117,870	34,182	56,722	94,798	285,778
Average expense \$	103,625	25,539	43,519	79,209	266,234
Average net profit \$	14,245	8,643	13,203	15,589	19,544
Businesses reporting a loss (No.)	38				
Average sales \$	126,608	28,369	58,612	107,729	311,721
Average expense \$	137,864	32,153	64,478	114,658	340,167
Average net loss \$	-11,256	-3,784	-5,866	-6,929	-28,446
<b>1986</b>					
Number of observations in sample	211				
Average sales \$	145,274	33,230	61,679	114,787	371,401
Average expense \$	127,261	28,650	52,509	92,107	335,778
Average net profit (loss) \$	18,013	4,580	9,170	22,680	35,623
Businesses reporting a profit (No.)	184				
Average sales \$	147,903	32,606	60,822	115,031	383,152
Average expense \$	124,181	24,670	43,793	91,546	336,714
Average net profit \$	23,722	7,936	17,029	23,485	46,438
Businesses reporting a loss (No.)	27				
Average sales \$	133,498	38,479	63,876	105,945	325,692
Average expense \$	145,394	62,176	74,872	112,388	332,140
Average net loss \$	-11,896	-23,697	-10,996	-6,443	-6,448
<b>1987</b>					
Number of observations in sample	384				
Average sales \$	116,661	31,311	50,170	91,215	293,949
Average expense \$	102,918	23,779	41,609	80,198	266,085
Average net profit (loss) \$	13,743	7,532	8,561	11,017	27,864
Businesses reporting a profit (No.)	278				
Average sales \$	118,217	30,720	50,112	89,486	302,550
Average expense \$	99,016	21,448	37,956	70,970	265,688
Average net profit \$	19,201	9,272	12,156	18,516	36,862
Businesses reporting a loss (No.)	106				
Average sales \$	108,032	34,481	50,369	95,474	251,803
Average expense \$	115,334	36,281	54,092	102,933	268,029
Average net loss \$	-7,302	-1,800	-3,723	-7,459	-16,226

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# PLATEMAKING, TYPESETTING & BINDERY INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Platemaking, Typesetting &amp; Bindery Industry (SIC 282)

	Total(1)		Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%	
Businesses in sample (No.)	473									
Low sales value (\$000's)	(1)		(1)		74		182		395	
High sales value (\$000's)	(1)		74		182		395		(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	19.0	12.9	21.6	20.7	20.4	71.4	26.6	28.7	35.9	23.5	22.3
Occupancy expenses	14.6	14.5	17.6	15.5	10.6	99.6	14.6	14.7	17.6	15.5	10.6
Depreciation	5.9	4.9	8.2	5.7	4.4	92.9	6.3	6.0	8.4	6.3	4.5
Repairs & maintenance	1.3	1.3	1.3	1.2	1.4	73.8	1.8	2.7	1.6	1.5	1.7
Heat, light & telephone	2.0	2.3	2.5	2.0	1.4	87.2	2.3	3.0	2.9	2.1	1.5
Rent	5.3	6.0	5.5	6.5	3.4	79.3	6.7	9.7	6.7	7.0	4.3
Personnel expenses	28.7	17.3	23.2	33.8	40.3	87.5	32.8	24.7	28.5	33.9	40.8
Financial expenses	3.4	2.8	4.3	3.7	2.7	93.3	3.7	3.6	4.6	3.7	2.7
Interest & bank charges	2.2	1.5	3.2	2.2	1.7	83.3	2.6	2.4	3.6	2.4	1.9
Professional fees	1.3	1.4	1.2	1.5	1.0	88.1	1.4	1.9	1.4	1.5	1.1
Other expenses	23.1	27.9	25.0	22.0	17.6	100.0	23.1	27.9	25.0	22.0	17.6
Profit (loss)	11.2	24.5	8.2	4.3	8.3	99.7	11.2	24.5	8.2	4.3	8.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2820 - Platemaking, Typesetting and Bindery Industry

Businesses primarily engaged in providing specialized services to the printing and publishing trades, advertising agencies or others; the making of image bearing photographic films, plates and printers' dies of all types; typesetting for the printing trade; making binders or covers; hand or machine bindery work and allied post-printing, converting or finishing operations. Included are businesses engaged in photographic film developing, printing and enlarging.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	434				
Low sales value (\$000's)	(1)	(1)	105	260	497
High sales value (\$000's)	(1)	105	260	497	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	57	6	22	43	157
Inventory	-	-	-	-	-
Other current assets	60	13	46	55	124
Total current assets	117	19	68	98	281
Fixed assets	103	36	59	91	227
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	12	13	29
<b>Total assets</b>	<b>234</b>	<b>57</b>	<b>139</b>	<b>202</b>	<b>537</b>
<b>Liabilities and equity</b>					
Current loans	18	4	12	18	39
Other current liabilities	64	14	28	60	152
Total current liabilities	82	18	39	78	191
Mortgages payable	-	-	-	-	-
Long term debt	12	2	13	11	20
Other liabilities	59	27	33	62	113
<b>Total liabilities</b>	<b>152</b>	<b>47</b>	<b>85</b>	<b>151</b>	<b>324</b>
<b>Total equity</b>	<b>82</b>	<b>10</b>	<b>53</b>	<b>51</b>	<b>213</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	434				
Low sales value (\$000's)	(1)	(1)	105	260	497
High sales value (\$000's)	(1)	105	260	497	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.0	1.7	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	4.7	1.6	3.0	1.5
Interest coverage ratio (times)	4.9	2.1	5.8	3.6	5.7
Debt ratio (times)	0.6	0.8	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	278				
Low sales value (\$000's)	(1)	(1)	166	287	523
High sales value (\$000's)	(1)	166	287	523	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	2	4	24	66
Depreciation	24	13	16	21	48
Other	1	2	-5	3	4
<b>Dividends</b>	-12	-2	-2	-10	-34
<b>Investment activities</b>					
Disposal of fixed assets	3	-	1	3	10
Purchase of fixed assets	-36	-23	-9	-28	-86
Increase in investment	-3	-	-2	-1	-10
Decrease in investment	1	-	1	-	2
<b>Financing activities</b>					
Increase in long term debt	18	3	10	15	41
Repayment of long term debt	-14	-3	-5	-18	-28
Loans from shareholders	10	2	16	9	12
Repayment of loans from shareholders	-10	-	-12	-13	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	2	9	-	1	-
Decrease in equity	-1	-	-	-1	-4
Other	-1	-1	-	-	-3
<b>Increase(decrease) in cash &amp; equivalents</b>	7	-	14	5	6
<b>Cash &amp; equivalents-Beginning of the year</b>	20	4	42	16	14
<b>Cash &amp; equivalents - End of the year</b>	26	4	56	21	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,431	360,446	17,236	276	192
less than 20	1,179	96,939	4,822	260	179
20 - 99	189	141,532	6,538	8	8
100 - 499	55	106,683	5,207	8	5
500 and over	8	15,292	609	-	-
1987					
Total	1,678	483,951	20,835	270	...
less than 20	1,386	122,891	5,414	250	...
20 - 99	216	193,546	7,851	16	...
100 - 499	71	166,296	7,052	4	...
500 and over	5	7,228	518	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quantile, 1985-1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	469				
Average sales \$	274,587	47,968	102,298	204,617	743,463
Average expense \$	263,331	49,259	98,530	208,366	697,167
Average net profit (loss) \$	11,256	-1,291	3,768	-3,749	46,296
Businesses reporting a profit (No.)	378				
Average sales \$	275,319	46,583	104,673	199,457	750,562
Average expense \$	243,205	36,906	97,941	179,071	658,900
Average net profit \$	32,114	9,677	6,732	20,386	91,662
Businesses reporting a loss (No.)	91				
Average sales \$	266,905	50,191	90,904	215,170	711,354
Average expense \$	327,245	69,083	101,355	268,276	870,265
Average net loss \$	-60,340	-18,892	-10,451	-53,106	-158,911
<b>1986</b>					
Number of observations in sample	501				
Average sales \$	278,996	52,173	110,173	220,452	733,185
Average expense \$	263,890	42,204	115,227	212,166	685,961
Average net profit (loss) \$	15,106	9,969	-5,054	8,286	47,224
Businesses reporting a profit (No.)	385				
Average sales \$	296,041	50,315	112,106	216,837	804,904
Average expense \$	266,037	31,806	98,125	200,542	733,676
Average net profit \$	30,004	18,509	13,981	16,295	71,228
Businesses reporting a loss (No.)	116				
Average sales \$	222,840	55,792	108,721	234,766	492,082
Average expense \$	243,568	62,465	128,069	258,184	525,555
Average net loss \$	-20,728	-6,673	-19,348	-23,418	-33,473
<b>1987</b>					
Number of observations in sample	528				
Average sales \$	326,814	52,135	124,918	276,806	853,397
Average expense \$	300,157	40,801	110,388	263,744	785,696
Average net profit (loss) \$	26,657	11,334	14,530	13,062	67,701
Businesses reporting a profit (No.)	410				
Average sales \$	332,099	51,403	136,259	276,764	863,971
Average expense \$	291,312	31,581	109,753	245,937	777,977
Average net profit \$	40,787	19,822	26,506	30,827	85,994
Businesses reporting a loss (No.)	118				
Average sales \$	305,780	54,117	101,770	276,892	790,339
Average expense \$	327,223	65,785	111,686	299,694	831,726
Average net loss \$	-21,443	-11,668	-9,916	-22,802	-41,387

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

# PLUMBING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,025				
Low sales value (\$000's)	(1)	(1)	59	113	276
High sales value (\$000's)	(1)	59	113	276	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	37.5	32.8	37.0	42.0	38.3	82.0	45.8	49.6	43.1	47.7	43.7
Occupancy expenses	5.6	7.2	6.0	5.3	3.9	97.4	5.7	7.4	6.4	5.3	3.9
Depreciation	2.4	2.7	2.8	2.3	1.6	87.8	2.7	3.7	3.3	2.4	1.6
Repairs & maintenance	0.7	0.7	0.8	0.8	0.5	41.2	1.7	2.6	2.3	1.6	0.9
Heat, light & telephone	1.3	2.1	1.2	1.1	0.8	82.8	1.6	2.9	1.6	1.3	0.9
Rent	1.2	1.6	1.2	1.1	1.0	57.2	2.1	3.7	2.4	1.7	1.4
Personnel expenses	19.4	10.1	16.7	22.4	28.2	81.7	23.7	18.2	21.5	23.8	28.4
Financial expenses	1.7	2.0	2.0	1.7	1.3	93.3	1.9	2.4	2.1	1.8	1.3
Interest & bank charges	1.0	1.3	1.0	0.9	0.8	74.3	1.3	2.1	1.4	1.2	0.9
Professional fees	0.8	0.7	1.0	0.8	0.5	79.9	0.9	1.3	1.2	0.9	0.6
Other expenses	23.4	24.1	26.2	20.4	22.9	100.0	23.4	24.1	26.2	20.4	22.9
Profit (loss)	12.3	23.7	12.1	8.3	5.4	98.6	12.5	24.1	12.3	8.4	5.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4241 - Plumbing Contractors

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent drain systems, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (except eavestroughing) and installation of sanitary ware.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Plumbing (SIC 4241)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	726				
Low sales value (\$000's)	(1)	(1)	106	244	445
High sales value (\$000's)	(1)	106	244	445	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	48	6	19	43	123
Inventory	-	-	-	-	-
Other current assets	51	17	36	48	105
Total current assets	99	22	55	91	228
Fixed assets	29	10	17	28	60
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	10	3	4	12
<b>Total assets</b>	<b>135</b>	<b>43</b>	<b>75</b>	<b>123</b>	<b>300</b>
<b>Liabilities and equity</b>					
Current loans	10	2	4	8	25
Other current liabilities	50	11	25	45	119
Total current liabilities	60	13	29	53	144
Mortgages payable	-	-	-	-	-
Long term debt	2	1	2	2	3
Other liabilities	21	12	11	22	38
<b>Total liabilities</b>	<b>82</b>	<b>26</b>	<b>41</b>	<b>78</b>	<b>184</b>
<b>Total equity</b>	<b>53</b>	<b>17</b>	<b>34</b>	<b>45</b>	<b>116</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Plumbing (SIC 4241)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	726				
Low sales value (\$000's)	(1)	(1)	106	244	445
High sales value (\$000's)	(1)	106	244	445	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.7	1.9	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	1.5	1.2	1.7	1.6
Interest coverage ratio (times)	7.2	1.5	5.8	6.3	8.7
Debt ratio (times)	0.6	0.6	0.5	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	386				
Low sales value (\$000's)	(1)	(1)	106	243	435
High sales value (\$000's)	(1)	106	243	435	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-1	5	14	40
Depreciation	6	2	4	5	13
Other	-4	1	4	-4	-16
<b>Dividends</b>	-4	-1	-3	-7	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	6	1	2	7
Purchase of fixed assets	-10	-2	-8	-6	-24
Increase in investment	-2	-4	-1	-	-3
Decrease in investment	2	-	-	1	6
<b>Financing activities</b>					
Increase in long term debt	4	1	3	2	9
Repayment of long term debt	-6	-3	-3	-3	-14
Loans from shareholders	4	1	5	3	6
Repayment of loans from shareholders	-4	-1	-8	-3	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-1	-	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	4	-1	-1	5	12
Cash & equivalents-Beginning of the year	14	11	16	24	6
Cash & equivalents - End of the year	18	10	15	28	18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Plumbing (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,626	441,489	18,265	690	498
less than 20	4,461	276,261	11,374	674	488
20 - 99	153	119,245	4,941	14	10
100 - 499	12	45,983	1,950	2	-
500 and over	-	-	-	-	-
1987					
Total	5,329	637,349	23,434	804	...
less than 20	5,125	386,863	14,274	792	...
20 - 99	183	177,465	6,480	11	...
100 - 499	21	73,021	2,680	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Plumbing (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,733				
Average sales \$	211,675	38,752	82,839	160,170	564,938
Average expense \$	198,428	30,549	74,306	147,856	540,999
Average net profit (loss) \$	13,247	8,203	8,533	12,314	23,939
Businesses reporting a profit (No.)	2,281				
Average sales \$	212,243	38,857	82,988	162,134	564,994
Average expense \$	193,049	29,034	69,758	143,832	529,572
Average net profit \$	19,194	9,823	13,230	18,302	35,422
Businesses reporting a loss (No.)	452				
Average sales \$	209,463	37,557	82,147	153,452	564,696
Average expense \$	223,623	47,734	95,309	161,626	589,823
Average net loss \$	-14,160	-10,177	-13,162	-8,174	-25,127
<b>1986</b>					
Number of observations in sample	2,900				
Average sales \$	238,441	44,503	91,639	176,565	641,056
Average expense \$	224,568	36,023	79,330	165,585	617,333
Average net profit (loss) \$	13,873	8,480	12,309	10,980	23,723
Businesses reporting a profit (No.)	2,301				
Average sales \$	239,820	44,442	92,156	176,445	646,237
Average expense \$	219,292	33,730	75,775	159,679	607,986
Average net profit \$	20,528	10,712	16,381	16,767	38,251
Businesses reporting a loss (No.)	599				
Average sales \$	233,720	44,835	89,164	176,996	623,883
Average expense \$	244,968	48,541	96,327	186,689	648,316
Average net loss \$	-11,248	-3,706	-7,163	-9,693	-24,433
<b>1987</b>					
Number of observations in sample	1,140				
Average sales \$	228,340	41,337	83,212	183,650	605,160
Average expense \$	211,604	32,215	73,344	169,586	571,270
Average net profit (loss) \$	16,736	9,122	9,868	14,064	33,890
Businesses reporting a profit (No.)	921				
Average sales \$	231,400	41,713	83,615	182,570	617,703
Average expense \$	209,133	29,627	69,853	162,472	574,578
Average net profit \$	22,267	12,086	13,762	20,098	43,125
Businesses reporting a loss (No.)	219				
Average sales \$	210,951	39,659	81,471	188,213	534,461
Average expense \$	221,111	43,769	88,425	199,626	552,622
Average net loss \$	-10,160	-4,110	-6,954	-11,413	-18,161

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
IST 20  
-S 51

# WHOLESALE PLUMBING, HEATING, AIR CONDITIONING EQUIPMENT AND SUPPLIER

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment &amp; Supplies (SIC 5622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	272					
Low sales value (\$000's)	(1)	(1)	114	304	717	
High sales value (\$000's)	(1)	114	304	717	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.3	31.6	47.8	57.0	60.6	87.3	56.5	44.7	57.1	58.9	62.1
Occupancy expenses	6.3	10.2	6.9	4.7	3.6	99.0	6.4	10.3	7.1	4.7	3.6
Depreciation	1.7	3.4	1.6	1.0	0.9	86.4	2.0	4.3	2.1	1.0	0.9
Repairs & maintenance	0.4	0.4	0.5	0.3	0.4	44.5	0.9	1.4	1.1	0.8	0.6
Heat, light & telephone	1.7	2.4	1.8	1.7	1.1	88.8	2.0	2.8	2.1	1.9	1.1
Rent	2.5	4.1	3.1	1.7	1.2	72.8	3.4	5.6	4.7	2.3	1.6
Personnel expenses	18.0	19.8	19.2	18.3	14.8	92.0	19.6	26.0	20.4	18.6	15.0
Financial expenses	2.2	3.3	2.3	1.7	1.6	94.7	2.4	3.9	2.3	1.8	1.6
Interest & bank charges	1.4	2.2	1.3	1.1	1.0	83.2	1.7	2.8	1.6	1.3	1.2
Professional fees	0.8	1.2	1.0	0.6	0.6	87.0	1.0	1.6	1.0	0.7	0.6
Other expenses	18.9	27.7	18.4	16.2	13.6	100.0	18.9	27.7	18.4	16.2	13.6
Profit (loss)	5.1	7.3	5.3	2.0	5.9	97.3	5.3	7.8	5.4	2.1	5.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5622 - Wholesale Plumbing, Heating and Air Conditioning Equipment and Supplies

Businesses primarily engaged in wholesale dealing in plumbing goods; non-electric heating equipment; air conditioning and ventilating equipment (except small window-type units). Included are businesses engaged in wholesale of air conditioning equipment (except window type units); wholesale of bathtubs and sinks; wholesale of non-refrigerated drinking fountains; wholesale metal fireplaces; wholesale fuel burning equipment; wholesale of non-electric furnaces, stoves and heaters; wholesale gas and oil heating equipment; wholesale of non-electric heating and cooking equipment; wholesale non-electric heating boilers; wholesale non-electric heating radiators; wholesale oil and gas hot water heaters; wholesale laundry tubs; wholesale pipe fittings; wholesale plumbing fixtures; wholesale sanitary ware; wholesale sauna equipment; wholesale non-electric space and water heating stoves; wholesale toilet bowls and tanks; wholesale urinals; wholesale water and steam systems valves; wholesale ventilating equipment (except domestic fans); wholesale non-electric warm air heating equipment and water softening equipment.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	240				
Low sales value (\$000's)	(1)	(1)	139	368	805
High sales value (\$000's)	(1)	139	368	805	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	67	11	25	65	165
Inventory	-	-	-	-	-
Other current assets	109	40	52	108	233
Total current assets	175	50	78	173	398
Fixed assets	35	21	20	36	62
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	4	3	14	31
<b>Total assets</b>	<b>223</b>	<b>75</b>	<b>100</b>	<b>223</b>	<b>491</b>
<b>Liabilities and equity</b>					
Current loans	24	5	11	20	58
Other current liabilities	88	32	40	85	196
Total current liabilities	112	37	51	105	254
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	4	3
Other liabilities	34	22	24	36	54
<b>Total liabilities</b>	<b>148</b>	<b>60</b>	<b>76</b>	<b>144</b>	<b>310</b>
<b>Total equity</b>	<b>75</b>	<b>15</b>	<b>25</b>	<b>79</b>	<b>180</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	240				
Low sales value (\$000's)	(1)	(1)	139	368	805
High sales value (\$000's)	(1)	139	368	805	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.5	1.6	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	3.8	3.1	1.8	1.7
Interest coverage ratio (times)	5.1	3.7	3.9	3.5	6.3
Debt ratio (times)	0.7	0.8	0.8	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	134				
Low sales value (\$000's)	(1)	(1)	184	433	736
High-sales value (\$000's)	(1)	184	433	736	1
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	2	9	20	57
Depreciation	7	2	5	6	15
Other	-12	-5	2	-10	-34
<b>Dividends</b>	-7	-3	-2	-4	-19
<b>Investment activities</b>					
Disposal of fixed assets	3	1	4	5	2
Purchase of fixed assets	-12	-	-10	-14	-24
Increase in investment	-1	-2	-	-	-
Decrease in investment	1	4	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	3	1	4	15
Repayment of long term debt	-4	-3	-5	-6	-4
Loans from shareholders	5	1	5	5	9
Repayment of loans from shareholders	-6	-2	-	-8	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	3	1
Decrease in equity	-1	-	-3	-	-2
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	-2	5	-1	2
<b>Cash &amp; equivalents-Beginning of the year</b>	1	6	13	22	-36
<b>Cash &amp; equivalents - End of the year</b>	2	4	18	21	-34

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	895	210,710	10,114	146	82
less than 20	724	66,642	3,194	125	68
20 - 99	125	60,148	2,877	13	12
100 - 499	29	39,618	1,946	7	2
500 and over	17	44,302	2,097	1	-
1987					
Total	1,018	322,352	13,281	151	...
less than 20	821	87,262	3,584	125	...
20 - 99	134	84,077	3,459	11	...
100 - 499	43	65,578	2,747	10	...
500 and over	20	85,435	3,491	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	121				
Average sales \$	438,617	42,043	180,994	404,960	1,126,471
Average expense \$	437,668	87,832	186,622	379,785	1,096,431
Average net profit (loss) \$	949	-45,789	-5,628	25,175	30,040
Businesses reporting a profit (No.)	93				
Average sales \$	430,106	41,198	177,185	404,360	1,097,680
Average expense \$	399,676	36,846	148,052	367,415	1,046,390
Average net profit \$	30,430	4,352	29,133	36,945	51,290
Businesses reporting a loss (No.)	28				
Average sales \$	467,621	43,073	191,224	406,826	1,229,359
Average expense \$	533,421	149,995	290,203	418,235	1,275,252
Average net loss \$	-65,800	-106,922	-98,979	-11,409	-45,893
<b>1986</b>					
Number of observations in sample	130				
Average sales \$	468,151	30,666	149,452	445,221	1,247,266
Average expense \$	446,437	26,391	149,369	412,432	1,197,557
Average net profit (loss) \$	21,714	4,275	83	32,789	49,709
Businesses reporting a profit (No.)	100				
Average sales \$	462,030	34,320	132,736	439,593	1,241,470
Average expense \$	428,432	15,466	125,448	400,102	1,172,712
Average net profit \$	33,598	18,854	7,288	39,491	68,758
Businesses reporting a loss (No.)	30				
Average sales \$	500,840	27,565	188,600	511,446	1,275,750
Average expense \$	529,559	35,660	205,390	557,525	1,319,659
Average net loss \$	-28,719	-8,095	-16,790	-46,079	-43,909
<b>1987</b>					
Number of observations in sample	359				
Average sales \$	501,069	76,901	200,219	498,751	1,228,405
Average expense \$	479,655	72,331	193,423	484,316	1,168,551
Average net profit (loss) \$	21,414	4,570	6,796	14,435	59,854
Businesses reporting a profit (No.)	266				
Average sales \$	502,381	77,200	198,202	507,583	1,226,540
Average expense \$	467,442	64,223	178,658	479,908	1,146,979
Average net profit \$	34,939	12,977	19,544	27,675	79,561
Businesses reporting a loss (No.)	93				
Average sales \$	498,590	76,355	204,705	471,053	1,242,246
Average expense \$	535,037	87,096	226,264	498,140	1,328,648
Average net loss \$	-36,447	-10,741	-21,559	-27,087	-86,402

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CAI  
IST 20  
S 51

# POSTAL SERVICE INDUSTRY

1/1

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Postal Service Industry (SIC 4841)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.1	--	--	--	--	6.5	0.8	--	--	--	--
Occupancy expenses	14.0	--	--	--	--	100.0	14.0	--	--	--	--
Depreciation	5.3	--	--	--	--	86.0	6.2	--	--	--	--
Repairs & maintenance	3.1	--	--	--	--	48.6	6.4	--	--	--	--
Heat, light. & telephone	1.9	--	--	--	--	58.6	3.3	--	--	--	--
Rent	3.6	--	--	--	--	50.7	7.2	--	--	--	--
Personnel expenses	13.8	--	--	--	--	56.5	24.5	--	--	--	--
Financial expenses	2.2	--	--	--	--	77.0	2.8	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	68.5	2.5	--	--	--	--
Professional fees	0.5	--	--	--	--	56.4	0.8	--	--	--	--
Other expenses	39.0	--	--	--	--	100.0	39.0	--	--	--	--
Profit (loss)	30.9	--	--	--	--	100.0	30.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4841 - Postal Service Industry**

Businesses primarily engaged in operating a postal service. In the main, this industry contains businesses of the post office, but it also covers businesses (including individuals working on their own account) primarily engaged in carrying on one or more functions of the postal service on a contract basis, e.g. rural mail carriers or postmasters. These businesses include contract mail service, government mail service, post office box service, contract post office operations, government post office operations and rural mail carrier services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Postal Service Industry (SIC 4841)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
<b>Total assets</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
<b>Total liabilities</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Postal Service Industry (SIC 4841)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	10.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Postal Service Industry (SIC 4841)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Postal Service Industry (SIC 4841)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	402	1,683,241	64,436	84	50
less than 20	388	9,759	380	84	50
20 - 99	2	X	95	-	-
100 - 499	-	-	-	-	-
500 and over	12	X	63,961	-	-
1987					
Total	427	2,047,534	72,826	93	...
less than 20	413	11,275	407	93	...
20 - 99	2	X	114	-	...
100 - 499	-	-	-	-	...
500 and over	12	X	72,305	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Postal Service Industry (SIC 4841)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	63				
Average sales \$	69,121	28,213	32,921	47,974	167,375
Average expense \$	56,722	13,717	23,749	33,775	155,646
Average net profit (loss) \$	12,399	14,496	9,172	14,199	11,729
Businesses reporting a profit (No.)	59				
Average sales \$	61,737	28,213	32,805	47,974	137,957
Average expense \$	47,588	13,717	22,110	33,775	120,748
Average net profit \$	14,149	14,496	10,695	14,199	17,209
Businesses reporting a loss (No.)	4				
Average sales \$	146,771	-	33,761	-	259,780
Average expense \$	150,451	-	35,635	-	265,267
Average net loss \$	-3,680	-	-1,874	-	-5,487
<b>1986</b>					
Number of observations in sample	91				
Average sales \$	57,397	28,330	34,905	50,976	115,378
Average expense \$	44,235	16,638	22,654	32,565	105,084
Average net profit (loss) \$	13,162	11,692	12,251	18,411	10,294
Businesses reporting a profit (No.)	84				
Average sales \$	64,494	28,330	33,857	50,643	145,147
Average expense \$	47,319	16,638	16,050	31,825	124,761
Average net profit \$	17,175	11,692	17,807	18,818	20,386
Businesses reporting a loss (No.)	7				
Average sales \$	62,814	-	37,845	66,215	84,382
Average expense \$	64,063	-	41,182	66,411	84,595
Average net loss \$	-1,249	-	-3,337	-196	-213
<b>1987</b>					
Number of observations in sample	60				
Average sales \$	83,485	29,850	36,509	53,464	214,115
Average expense \$	65,134	16,140	26,850	39,745	177,801
Average net profit (loss) \$	18,351	13,710	9,659	13,719	36,314
Businesses reporting a profit (No.)	48				
Average sales \$	93,620	29,850	36,509	53,464	254,658
Average expense \$	71,918	16,140	26,850	39,745	204,937
Average net profit \$	21,702	13,710	9,659	13,719	49,721
Businesses reporting a loss (No.)	12				
Average sales \$	98,478	-	-	-	98,478
Average expense \$	100,405	-	-	-	100,405
Average net loss \$	-1,927	-	-	-	-1,927

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



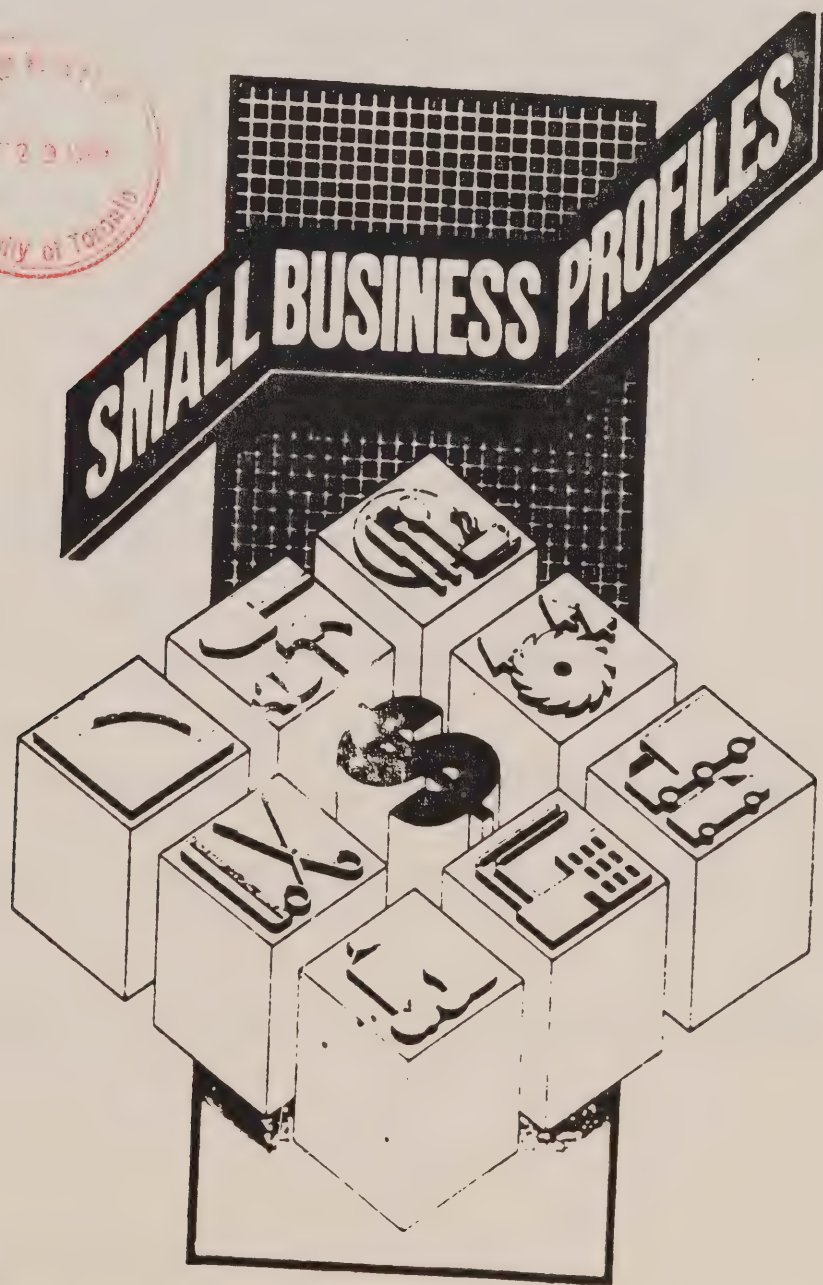




# PRESCRIPTION DRUGS AND PATENT MEDICINE STORES

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Prescription Drugs &amp; Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,281				
Low sales value (\$000's)	(1)	(1)	271	563	922
High sales value (\$000's)	(1)	271	563	922	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.0	46.0	56.7	59.0	62.4	92.7	60.5	52.7	60.9	61.7	65.8
Occupancy expenses	5.6	7.8	5.6	4.6	4.3	95.6	5.8	8.6	6.0	4.7	4.3
Depreciation	1.3	2.1	1.3	1.0	0.8	86.8	1.5	2.6	1.5	1.0	0.9
Repairs & maintenance	0.4	0.5	0.4	0.4	0.4	74.7	0.6	0.9	0.6	0.5	0.4
Heat, light & telephone	0.8	1.1	0.8	0.8	0.6	88.7	0.9	1.5	0.9	0.8	0.6
Rent	3.0	4.1	3.1	2.5	2.5	74.8	4.1	7.0	4.2	2.9	3.0
Personnel expenses	15.1	14.7	15.4	15.7	14.6	94.9	15.9	16.6	16.1	16.2	14.9
Financial expenses	1.9	2.8	2.0	1.6	1.3	95.4	2.0	3.0	2.1	1.6	1.4
Interest & bank charges	1.0	1.3	0.9	0.8	0.7	81.8	1.2	1.8	1.2	1.0	0.8
Professional fees	1.0	1.5	1.0	0.7	0.6	89.4	1.1	1.9	1.1	0.8	0.6
Other expenses	13.7	16.8	12.1	13.8	12.1	99.9	13.7	16.8	12.1	13.8	12.2
Profit (loss)	7.7	11.9	8.2	5.3	5.2	98.7	7.8	12.4	8.2	5.4	5.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6030 - Prescription Drugs and Patent Medicine Stores

Businesses primarily engaged in retail dealing in prescription drugs and patent or proprietary and herbal medicines, sick room supplies, cosmetics and toiletries.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Prescription Drugs &amp; Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	809				
Low sales value (\$000's)	(1)	(1)	383	581	1,042
High sales value (\$000's)	(1)	383	681	1,042	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	10	24	35	56
Inventory	-	-	-	-	-
Other current assets	181	71	142	200	311
Total current assets	213	82	166	236	367
Fixed assets	48	31	38	57	65
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	34	6	22	49	60
<b>Total assets</b>	<b>295</b>	<b>118</b>	<b>226</b>	<b>342</b>	<b>491</b>
<b>Liabilities and equity</b>					
Current loans	22	6	14	30	38
Other current liabilities	95	36	69	111	162
Total current liabilities	117	43	83	142	200
Mortgages payable	-	-	-	-	-
Long term debt	5	3	4	6	6
Other liabilities	42	34	34	43	58
<b>Total liabilities</b>	<b>164</b>	<b>80</b>	<b>121</b>	<b>190</b>	<b>265</b>
<b>Total equity</b>	<b>131</b>	<b>38</b>	<b>105</b>	<b>152</b>	<b>227</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Prescription Drugs &amp; Patent Medicine Stores (SIC 603)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	809				
Low sales value (\$000's)	(1)	(1)	383	681	1,042
High sales value (\$000's)	(1)	383	681	1,042	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	1.9	2.0	1.7	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.3	2.1	1.1	1.3	1.2
Interest coverage ratio (times)	6.3	2.7	6.0	6.2	7.8
Debt ratio (times)	0.6	0.7	0.5	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	614				
Low sales value (\$000's)	(1)	(1)	421	688	1,066
High sales value (\$000's)	(1)	421	688	1,066	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	33	1	24	45	62
Depreciation	9	5	7	10	14
Other	-8	4	-5	-10	-21
<b>Dividends</b>	-14	-2	-8	-16	-32
<b>Investment activities</b>					
Disposal of fixed assets	3	3	-	5	4
Purchase of fixed assets	-16	-10	-9	-17	-26
Increase in investment	-4	-	-	-7	-9
Decrease in investment	1	-	-	2	3
<b>Financing activities</b>					
Increase in long term debt	8	8	4	7	13
Repayment of long term debt	-7	-3	-7	-9	-11
Loans from shareholders	8	11	2	9	11
Repayment of loans from shareholders	-10	-7	-6	-12	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	1	6
Decrease in equity	-1	-	-	-3	-2
Other	-	-	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	3	9	3	5	-4
<b>Cash &amp; equivalents-Beginning of the year</b>	16	5	15	18	25
<b>Cash &amp; equivalents - End of the year</b>	19	14	19	23	21

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,897	759,500	55.687	528	411
less than 20	4,197	348,593	25.517	467	348
20 - 99	642	253,209	18,600	57	60
100 - 499	45	71,097	5,662	3	2
500 and over	13	86,601	5,908	1	1
1987					
Total	5,316	1,041,570	74.687	601	...
less than 20	4,314	374,955	26.850	498	...
20 - 99	930	406,279	29,260	96	...
100 - 499	49	96,877	7,038	5	...
500 and over	23	163,459	11,539	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,076				
Average sales \$	676,735	124,940	431,936	771,142	1,378,920
Average expense \$	635,675	114,163	402,592	715,200	1,310,744
Average net profit (loss) \$	41,060	10,777	29,344	55,942	68,176
Businesses reporting a profit (No.)	973				
Average sales \$	683,376	129,201	438,473	768,136	1,397,693
Average expense \$	633,053	104,282	403,680	709,813	1,314,437
Average net profit \$	50,323	24,919	34,793	58,323	83,256
Businesses reporting a loss (No.)	103				
Average sales \$	652,917	116,958	376,947	862,213	1,255,550
Average expense \$	672,746	132,673	393,438	878,395	1,286,478
Average net loss \$	-19,829	-15,715	-16,491	-16,182	-30,928
<b>1986</b>					
Number of observations in sample	1,259				
Average sales \$	620,663	124,282	380,390	672,110	1,305,868
Average expense \$	590,677	120,448	358,543	642,871	1,240,846
Average net profit (loss) \$	29,986	3,834	21,847	29,239	65,022
Businesses reporting a profit (No.)	1,059				
Average sales \$	628,440	141,328	391,703	671,302	1,309,428
Average expense \$	584,937	124,180	357,662	631,874	1,226,030
Average net profit \$	43,503	17,148	34,041	39,428	83,398
Businesses reporting a loss (No.)	200				
Average sales \$	600,649	98,401	342,466	676,487	1,285,242
Average expense \$	626,355	114,783	361,499	702,469	1,326,668
Average net loss \$	-25,706	-16,382	-19,033	-25,982	-41,426
<b>1987</b>					
Number of observations in sample	1,510				
Average sales \$	643,380	131,750	407,434	729,174	1,305,163
Average expense \$	606,904	121,266	377,719	689,009	1,239,622
Average net profit (loss) \$	36,476	10,484	29,715	40,165	65,541
Businesses reporting a profit (No.)	1,282				
Average sales \$	646,864	141,121	406,828	731,943	1,307,565
Average expense \$	597,504	116,782	365,511	680,695	1,227,029
Average net profit \$	49,360	24,339	41,317	51,248	80,536
Businesses reporting a loss (No.)	228				
Average sales \$	630,172	110,490	409,892	712,026	1,288,279
Average expense \$	656,852	131,440	427,317	740,494	1,328,155
Average net loss \$	-26,680	-20,950	-17,425	-28,468	-39,876

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# COMMERCIAL PRINTING INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,463					
Low sales value (\$000's)	(1)	(1)	94	220	477	
High sales value (\$000's)	(1)	94	220	477	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.7	31.4	28.1	29.5	29.7	87.5	33.9	39.9	32.9	32.5	31.3
Occupancy expenses	10.7	14.2	10.8	9.5	8.2	97.8	10.9	15.2	10.8	9.7	8.3
Depreciation	3.6	4.1	3.6	3.5	3.4	89.0	4.1	5.5	3.8	3.7	3.5
Repairs & maintenance	1.3	1.5	1.2	1.1	1.2	77.2	1.6	2.1	1.6	1.5	1.4
Heat, light & telephone	1.8	2.7	1.7	1.5	1.2	89.4	2.0	3.5	1.9	1.6	1.3
Rent	4.0	6.0	4.3	3.3	2.4	78.1	5.1	8.8	5.2	4.1	3.0
Personnel expenses	27.1	13.5	29.3	32.1	33.3	90.6	29.9	19.3	31.2	32.4	33.6
Financial expenses	2.9	3.3	3.2	3.0	2.3	94.7	3.1	3.8	3.3	3.0	2.3
Interest & bank charges	1.9	1.9	2.1	1.9	1.5	84.3	2.2	2.7	2.4	2.1	1.7
Professional fees	1.1	1.3	1.1	1.1	0.8	88.5	1.2	1.9	1.2	1.1	0.8
Other expenses	23.1	27.4	23.3	22.1	19.6	100.0	23.1	27.4	23.3	22.1	19.6
Profit (loss)	6.5	10.1	5.2	3.9	6.8	98.9	6.6	10.2	5.3	4.0	6.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2810 - Commercial Printing Industries

Businesses primarily engaged in the production of commercial and/or job printing regardless of the printing method or process used (letterpress, including flexographic, photographic or lithographic; intaglio or gravure; stencil printing or silk-screen, etc.)

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Commercial Printing Industries (SIC 281)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,280				
Low sales value (\$000's)	(1)	(1)	172	308	607
High sales value (\$000's)	(1)	172	308	607	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	72	15	30	63	179
Inventory	-	-	-	-	-
Other current assets	59	14	26	57	139
Total current assets	131	29	56	120	318
Fixed assets	99	23	51	84	235
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	5	15	34
<b>Total assets</b>	<b>244</b>	<b>56</b>	<b>112</b>	<b>219</b>	<b>587</b>
<b>Liabilities and equity</b>					
Current loans	21	6	10	20	47
Other current liabilities	73	21	41	68	164
Total current liabilities	94	27	51	88	211
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	10	18
Other liabilities	56	17	29	49	131
<b>Total liabilities</b>	<b>160</b>	<b>47</b>	<b>85</b>	<b>147</b>	<b>360</b>
<b>Total equity</b>	<b>84</b>	<b>9</b>	<b>27</b>	<b>72</b>	<b>228</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Commercial Printing Industries (SIC 281)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,280				
Low sales value (\$000's)	(1)	(1)	172	308	607
High sales value (\$000's)	(1)	172	308	607	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.1	1.1	1.4	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	5.2	3.2	2.0	1.6
Interest coverage ratio (times)	4.3	0.4	2.5	4.2	5.4
Debt ratio (times)	0.7	0.8	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	824				
Low sales value (\$000's)	(1)	(1)	181	329	545
High sales value (\$000's)	(1)	181	329	545	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	28	8	15	26	63
Depreciation	18	6	10	16	39
Other	-8	-	-3	-6	-24
<b>Dividends</b>	-11	-6	-6	-12	-21
<b>Investment activities</b>					
Disposal of fixed assets	7	2	4	4	16
Purchase of fixed assets	-38	-8	-16	-28	-101
Increase in investment	-2	-	-1	-3	-5
Decrease in investment	1	1	1	1	2
<b>Financing activities</b>					
Increase in long term debt	18	4	6	14	46
Repayment of long term debt	-12	-4	-9	-10	-25
Loans from shareholders	7	2	3	5	17
Repayment of loans from shareholders	-5	-2	-3	-6	-9
Advances & loans from government	-	-	-	-	1
Increase in equity	1	-	1	-	2
Decrease in equity	-1	-	-1	-1	-4
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	4	1	2	-2
<b>Cash &amp; equivalents-Beginning of the year</b>	6	4	5	2	14
<b>Cash &amp; equivalents - End of the year</b>	8	8	6	4	13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Commercial Printing Industries (SIC 281)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,040	1,399,940	63,622	529	389
less than 20	3,390	296,330	13,400	482	367
20 - 99	422	334,645	15,284	25	17
100 - 499	146	304,899	13,687	20	5
500 and over	82	464,066	21,251	2	-
1987					
Total	4,709	1,906,655	74,423	657	...
less than 20	3,973	398,343	15,694	604	...
20 - 99	487	444,954	17,609	30	...
100 - 499	163	410,009	16,065	20	...
500 and over	86	653,349	25,055	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Commercial Printing Industries (SIC 281)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,799				
Average sales \$	296,860	51,297	109,094	237,964	789,084
Average expense \$	276,816	47,319	104,040	226,049	729,056
Average net profit (loss) \$	20,244	3,978	5,054	11,915	60,028
Businesses reporting a profit (No.)	1,501				
Average sales \$	296,995	51,554	110,828	241,197	784,401
Average expense \$	266,992	40,039	97,413	218,004	712,512
Average net profit \$	30,003	11,515	13,415	23,193	71,889
Businesses reporting a loss (No.)	298				
Average sales \$	305,536	50,301	105,899	228,540	837,402
Average expense \$	335,256	75,499	116,251	249,504	899,769
Average net loss \$	-29,720	-25,198	-10,352	-20,964	-62,367
<b>1986</b>					
Number of observations in sample	1,837				
Average sales \$	307,927	42,692	117,176	243,456	828,383
Average expense \$	287,106	37,871	109,307	226,901	774,345
Average net profit (loss) \$	20,821	4,821	7,869	16,555	54,038
Businesses reporting a profit (No.)	1,480				
Average sales \$	309,589	42,620	116,085	247,551	832,099
Average expense \$	280,805	34,984	103,114	220,474	764,648
Average net profit \$	28,784	7,636	12,971	27,077	67,451
Businesses reporting a loss (No.)	357				
Average sales \$	300,016	43,048	120,883	232,778	803,353
Average expense \$	316,487	52,308	130,328	243,660	839,653
Average net loss \$	-16,471	-9,260	-9,445	-10,882	-36,300
<b>1987</b>					
Number of observations in sample	1,605				
Average sales \$	369,152	54,202	153,481	326,241	942,682
Average expense \$	346,473	49,448	144,841	311,333	880,268
Average net profit (loss) \$	22,679	4,754	8,640	14,908	62,414
Businesses reporting a profit (No.)	1,262				
Average sales \$	372,501	53,960	154,393	329,538	952,114
Average expense \$	338,057	43,099	138,677	300,826	869,626
Average net profit \$	34,444	10,861	15,716	28,712	82,488
Businesses reporting a loss (No.)	343				
Average sales \$	353,898	54,870	150,899	315,853	893,971
Average expense \$	377,237	66,996	162,279	344,442	935,232
Average net loss \$	-23,339	-12,126	-11,380	-28,589	-41,261

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

# PUBLISHING INDUSTRIES

17

---

## CANADA

---

1987

---



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Publishing Industries (SIC 283)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	339					
Low sales value (\$000's)	(1)	(1)	74	206	485	
High sales value (\$000's)	(1)	74	206	485	1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	9.9	9.3	9.8	11.5	8.8	39.3	25.2	32.6	24.7	25.1	20.0
Occupancy expenses	7.1	13.0	5.3	5.0	5.2	96.1	7.4	13.7	5.4	5.4	5.3
Depreciation	1.7	1.8	1.7	1.5	1.8	85.6	2.0	2.2	2.1	1.8	1.9
Repairs & maintenance	0.4	0.2	0.4	0.4	0.4	35.8	1.0	1.4	1.1	1.2	0.7
Heat, light & telephone	1.6	2.0	1.5	1.6	1.3	74.1	2.2	4.4	2.0	1.8	1.5
Rent	3.4	9.0	1.7	1.4	1.7	70.5	4.8	12.1	2.3	2.4	2.3
Personnel expenses	23.2	14.0	26.9	26.5	25.1	84.4	27.5	24.2	30.7	27.5	26.6
Financial expenses	3.3	4.3	3.4	3.2	2.3	96.0	3.4	4.3	3.8	3.3	2.4
Interest & bank charges	1.3	1.7	1.4	1.1	1.0	74.9	1.7	2.3	2.1	1.4	1.2
Professional fees	2.0	2.6	2.0	2.1	1.4	87.1	2.3	3.7	2.2	2.2	1.5
Other expenses	55.3	66.9	50.7	48.1	55.7	100.0	55.3	66.9	50.7	48.1	55.7
Profit (loss)	1.3	-7.6	3.8	5.7	2.8	97.9	1.3	-8.1	3.8	5.8	2.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2830 - Publishing Industries

Businesses primarily engaged in publishing and which do no printing. The term "publishing" as applied in this industry group includes the publishing of books, other reading matter, maps, guides and the like.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	103	224	527
High sales value (\$000's)	(1)	103	224	527	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	7	14	46	144
Inventory	-	-	-	-	-
Other current assets	72	16	51	73	145
Total current assets	125	22	65	120	289
Fixed assets	31	8	13	33	69
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	27	2	14	25	66
<b>Total assets</b>	<b>182</b>	<b>32</b>	<b>92</b>	<b>178</b>	<b>425</b>
<b>Liabilities and equity</b>					
Current loans	15	2	5	16	37
Other current liabilities	85	16	40	90	195
Total current liabilities	101	19	45	106	231
Mortgages payable	-	-	-	-	-
Long term debt	2	-	2	3	5
Other liabilities	39	7	33	25	91
<b>Total liabilities</b>	<b>142</b>	<b>25</b>	<b>79</b>	<b>134</b>	<b>327</b>
<b>Total equity</b>	<b>40</b>	<b>7</b>	<b>13</b>	<b>44</b>	<b>98</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Publishing Industries (SIC 283)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	103	224	527
High sales value (\$000's)	(1)	103	224	527	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.2	1.5	1.1	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.5	3.8	6.2	3.0	3.4
Interest coverage ratio (times)	3.7	...	3.5	1.9	4.9
Debt ratio (times)	0.8	0.8	0.9	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Publishing Industries (SIC 283)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	189				
Low sales value (\$000's)	(1)	(1)	159	313	806
High sales value (\$000's)	(1)	159	313	806	111
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	-9	2	30	29
Depreciation	8	1	4	3	17
Other	-14	-2	-5	-27	-20
<b>Dividends</b>	-11	-	-2	-11	-29
<b>Investment activities</b>					
Disposal of fixed assets	5	-	3	9	8
Purchase of fixed assets	-14	-	-5	-14	-38
Increase in investment	-4	-3	-	-4	-7
Decrease in investment	3	-	3	1	7
<b>Financing activities</b>					
Increase in long term debt	9	1	2	11	21
Repayment of long term debt	-6	-2	-3	-8	-13
Loans from shareholders	18	22	7	2	40
Repayment of loans from shareholders	-8	-1	-4	-4	-22
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	1	3
Decrease in equity	-3	-	-	-2	-9
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	6	2	-7	-15
<b>Cash &amp; equivalents-Beginning of the year</b>	17	1	22	26	19
<b>Cash &amp; equivalents - End of the year</b>	14	8	24	18	4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Publishing Industries (SIC 283)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,395	455,809	23,131	246	147
less than 20	1,131	75,464	3,924	224	128
20 - 99	157	80,297	4,118	15	14
100 - 499	91	110,749	5,525	7	4
500 and over	16	189,299	9,564	-	1
1987					
Total	1,583	644,602	27,166	273	...
less than 20	1,254	96,803	4,435	248	...
20 - 99	210	121,119	5,551	20	...
100 - 499	97	133,726	5,873	4	...
500 and over	22	292,954	11,307	1	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	343				
Average sales \$	297,464	45,082	96,042	243,198	805,534
Average expense \$	286,121	34,972	98,335	240,262	770,916
Average net profit (loss) \$	11,343	10,110	-2,293	2,936	34,618
Businesses reporting a profit (No.)	256				
Average sales \$	287,046	44,566	103,678	222,529	777,409
Average expense \$	255,151	28,470	82,337	197,059	712,738
Average net profit \$	31,895	16,096	21,341	25,470	64,671
Businesses reporting a loss (No.)	87				
Average sales \$	337,290	46,876	88,924	296,245	917,115
Average expense \$	380,915	57,544	113,248	351,143	1,001,724
Average net loss \$	-43,625	-10,668	-24,324	-54,898	-84,609
<b>1986</b>					
Number of observations in sample	343				
Average sales \$	263,928	69,060	120,709	204,126	661,817
Average expense \$	259,410	68,532	122,341	209,525	637,243
Average net profit (loss) \$	4,518	528	-1,632	-5,399	24,574
Businesses reporting a profit (No.)	227				
Average sales \$	285,934	78,943	125,748	223,454	715,591
Average expense \$	263,853	67,794	113,772	210,804	663,042
Average net profit \$	22,081	11,149	11,976	12,650	52,549
Businesses reporting a loss (No.)	116				
Average sales \$	222,599	59,334	118,617	187,295	525,150
Average expense \$	243,811	69,259	125,899	208,411	571,674
Average net loss \$	-21,212	-9,925	-7,282	-21,116	-46,524
<b>1987</b>					
Number of observations in sample	395				
Average sales \$	338,040	40,731	132,158	307,343	871,928
Average expense \$	329,066	43,863	129,412	289,886	853,104
Average net profit (loss) \$	8,974	-3,132	2,746	17,457	18,824
Businesses reporting a profit (No.)	275				
Average sales \$	337,841	38,224	130,746	312,329	870,066
Average expense \$	301,630	34,809	109,041	276,794	786,114
Average net profit \$	36,151	3,415	21,705	35,535	83,952
Businesses reporting a loss (No.)	120				
Average sales \$	337,603	44,271	134,235	294,525	877,381
Average expense \$	397,201	56,644	159,360	323,541	1,049,258
Average net loss \$	-59,598	-12,373	-25,125	-29,016	-171,877

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
IST 20  
-S 51

# RESIDENTIAL RENOVATION

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,178				
Low sales value (\$000's)	(1)	(1)	43	74	158
High sales value (\$000's)	(1)	43	74	158	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.2	21.9	21.0	24.2	29.7	67.4	35.9	38.2	32.5	36.3	36.9
Occupancy expenses	6.5	10.1	7.1	5.7	3.4	96.2	6.8	10.5	7.6	5.8	3.5
Depreciation	2.7	3.3	3.8	2.3	1.3	83.3	3.2	4.4	4.7	2.7	1.4
Repairs & maintenance	1.1	1.5	1.2	1.3	0.5	41.9	2.7	3.6	2.8	3.0	1.2
Heat, light & telephone	1.0	1.8	0.9	0.6	0.5	65.4	1.5	3.2	1.4	1.0	0.7
Rent	1.8	3.5	1.2	1.4	1.0	59.6	3.0	5.9	2.4	2.3	1.5
Personnel expenses	14.4	9.0	11.8	15.4	21.5	70.8	20.4	15.7	19.8	20.3	23.7
Financial expenses	2.0	1.9	2.7	1.8	1.5	88.0	2.2	2.5	3.0	2.0	1.5
Interest & bank charges	1.1	0.8	1.9	0.9	0.8	69.8	1.6	1.4	2.8	1.3	1.0
Professional fees	0.8	1.1	0.8	0.9	0.6	72.3	1.2	2.0	1.2	1.1	0.7
Other expenses	35.9	34.1	36.4	35.4	37.7	99.8	36.0	34.1	36.6	35.4	37.7
Profit (loss)	17.0	23.0	21.1	17.6	6.2	99.2	17.1	23.1	21.5	17.6	6.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4013 - Residential Renovation Contractors

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade such as: general contractors for residential additions, general contractors for home improvements and repairs, general contractors for house alterations and general contractors for residential renovations.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Residential Renovation (SIC 4013)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	546				
Low sales value (\$000's)	(1)	(1)	76	174	355
High sales value (\$000's)	(1)	76	174	355	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	26	4	6	17	78
Inventory	-	-	-	-	-
Other current assets	38	17	26	34	75
Total current assets	65	21	32	51	153
Fixed assets	20	14	12	15	40
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	17	3	5	13
<b>Total assets</b>	<b>94</b>	<b>52</b>	<b>47</b>	<b>71</b>	<b>206</b>
<b>Liabilities and equity</b>					
Current loans	9	2	2	9	22
Other current liabilities	40	12	12	36	100
Total current liabilities	49	14	15	44	122
Mortgages payable	-	-	-	-	-
Long term debt	1	-	1	2	2
Other liabilities	16	20	9	9	27
<b>Total liabilities</b>	<b>67</b>	<b>34</b>	<b>25</b>	<b>55</b>	<b>151</b>
<b>Total equity</b>	<b>28</b>	<b>18</b>	<b>22</b>	<b>17</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Residential Renovation (SIC 4013)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	546				
Low sales value (\$000's)	(1)	(1)	76	174	355
High sales value (\$000's)	(1)	76	174	355	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.5	2.2	1.1	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	2.0	1.2	3.2	2.8
Interest coverage ratio (times)	6.4	2.9	11.7	4.3	7.2
Debt ratio (times)	0.7	0.7	0.5	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	246				
Low sales value (\$000's)	(1)	(1)	78	182	371
High sales value (\$000's)	(1)	78	182	371	-
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	4	5	9	25
Depreciation	5	3	4	4	8
Other	-1	2	-14	8	-3
<b>Dividends</b>	-3	-1	-	-5	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	-	6	-	10
Purchase of fixed assets	-11	-5	-7	-6	-26
Increase in investment	-2	-	-	-5	-2
Decrease in investment	1	-	-	2	2
<b>Financing activities</b>					
Increase in long term debt	5	1	1	6	12
Repayment of long term debt	-7	-2	-3	-15	-9
Loans from shareholders	4	2	2	9	4
Repayment of loans from shareholders	-4	-4	-1	-3	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	1
Decrease in equity	-	-	-1	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	1	-9	3	6
<b>Cash &amp; equivalents-Beginning of the year</b>	2	1	7	3	-2
<b>Cash &amp; equivalents - End of the year</b>	3	1	-2	7	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	20,783	1,144,823	49,160	5,024	2,994
less than 20	20,469	821,732	35,327	4,963	2,965
20 - 99	261	169,133	7,495	53	21
100 - 499	43	93,076	3,966	6	8
500 and over	10	60,882	2,372	2	-
1987					
Total	25,718	2,003,006	76,444	5,948	...
less than 20	25,181	1,415,770	54,198	5,859	...
20 - 99	479	393,823	15,030	76	...
100 - 499	58	193,413	7,216	13	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,899				
Average sales \$	153,994	33,982	61,691	110,373	409,928
Average expense \$	140,612	22,764	52,750	99,545	387,290
Average net profit (loss) \$	13,382	11,218	8,941	10,728	22,638
Businesses reporting a profit (No.)	1,621				
Average sales \$	158,000	34,209	62,011	109,969	425,810
Average expense \$	139,955	19,809	50,151	96,799	393,062
Average net profit \$	18,045	14,400	11,860	13,170	32,748
Businesses reporting a loss (No.)	278				
Average sales \$	137,893	32,779	60,220	113,366	345,206
Average expense \$	146,905	38,407	64,720	120,725	363,766
Average net loss \$	-9,012	-5,628	-4,500	-7,359	-18,560
<b>1986</b>					
Number of observations in sample	2,401				
Average sales \$	151,615	34,756	59,264	112,364	400,074
Average expense \$	140,055	28,608	50,477	102,637	378,496
Average net profit (loss) \$	11,560	6,148	8,787	9,727	21,578
Businesses reporting a profit (No.)	1,893				
Average sales \$	152,397	35,116	58,984	109,104	406,384
Average expense \$	134,918	25,419	46,199	92,915	375,137
Average net profit \$	17,479	9,697	12,785	16,189	31,247
Businesses reporting a loss (No.)	508				
Average sales \$	147,865	33,614	60,206	123,856	373,784
Average expense \$	158,250	38,721	64,886	136,903	392,488
Average net loss \$	-10,385	-5,107	-4,680	-13,047	-18,704
<b>1987</b>					
Number of observations in sample	1,260				
Average sales \$	148,206	33,260	56,842	109,164	393,757
Average expense \$	133,311	25,638	45,181	90,737	371,688
Average net profit (loss) \$	14,895	7,622	11,461	18,427	22,069
Businesses reporting a profit (No.)	1,041				
Average sales \$	150,258	33,685	56,413	109,080	401,853
Average expense \$	130,358	22,407	42,948	87,512	368,563
Average net profit \$	19,900	11,278	13,465	21,568	33,290
Businesses reporting a loss (No.)	219				
Average sales \$	141,618	31,675	58,661	109,870	366,265
Average expense \$	150,686	37,701	64,806	117,934	382,302
Average net loss \$	-9,068	-6,026	-6,145	-8,064	-16,037

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
S 51

# (LICENSED) RESTAURANTS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,642					
Low sales value (\$000's)	(1)	(1)	114	242	433	
High sales value (\$000's)	(1)	114	242	433	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.7	40.4	40.1	39.1	35.0	93.9	41.2	45.3	42.8	40.3	36.7
Occupancy expenses	15.3	19.7	15.2	14.0	12.1	99.6	15.3	19.9	15.3	14.0	12.1
Depreciation	3.1	3.0	3.2	3.1	3.1	78.8	4.0	5.5	4.1	3.6	3.4
Repairs & maintenance	1.9	2.4	1.9	1.9	1.7	89.5	2.2	2.7	2.1	2.1	1.8
Heat, light & telephone	4.1	5.3	4.4	3.7	2.9	96.8	4.2	5.6	4.5	3.8	2.9
Rent	6.1	9.0	5.7	5.4	4.4	73.2	8.4	13.8	7.9	7.2	5.5
Personnel expenses	25.2	19.6	24.9	27.2	29.2	96.8	26.1	21.9	25.2	27.2	29.5
Financial expenses	4.0	5.4	3.9	3.9	3.0	97.3	4.1	5.7	4.0	4.0	3.0
Interest & bank charges	2.9	3.7	2.9	2.9	2.2	85.7	3.4	4.6	3.5	3.3	2.4
Professional fees	1.1	1.7	0.9	1.0	0.8	88.5	1.3	2.2	1.1	1.1	0.8
Other expenses	16.6	19.2	14.0	14.2	19.0	100.0	16.6	19.2	14.0	14.2	19.0
Profit (loss)	0.2	-4.3	1.9	1.6	1.8	98.2	0.2	-4.4	1.9	1.6	1.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises with a license to serve alcoholic beverages. Licensed food and beverage service restaurants, licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	932				
Low sales value (\$000's)	(1)	(1)	187	334	572
High sales value (\$000's)	(1)	187	334	572	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	3	2	1	4	5
Inventory	-	-	-	-	-
Other current assets	35	10	20	35	73
Total current assets	38	12	21	39	80
Fixed assets	128	55	99	129	230
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	29	9	10	29	68
<b>Total assets</b>	<b>195</b>	<b>76</b>	<b>131</b>	<b>197</b>	<b>377</b>
<b>Liabilities and equity</b>					
Current loans	14	7	8	11	29
Other current liabilities	50	27	30	49	94
Total current liabilities	64	34	37	61	123
Mortgages payable	-	-	-	-	-
Long term debt	11	1	7	12	23
Other liabilities	100	52	88	92	168
<b>Total liabilities</b>	<b>175</b>	<b>88</b>	<b>132</b>	<b>164</b>	<b>314</b>
<b>Total equity</b>	<b>20</b>	<b>-12</b>	<b>-1</b>	<b>32</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Licensed Restaurants (SIC 9211)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	932				
Low sales value (\$000's)	(1)	(1)	187	334	572
High sales value (\$000's)	(1)	187	334	572	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.4	0.6	0.6	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.5	-7.3	-98.8	5.1	5.0
Interest coverage ratio (times)	1.1	...	0.3	1.3	1.7
Debt ratio (times)	0.9	1.2	1.0	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	478				
Low sales value (\$000's)	(1)	(1)	198	336	566
High sales value (\$000's)	(1)	198	336	566	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	8	-3	7	28
Depreciation	16	7	10	18	30
Other	-5	-7	-1	-4	-6
<b>Dividends</b>	-5	-10	-2	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	9	14	5	12	6
Purchase of fixed assets	-21	-11	-8	-23	-43
Increase in investment	-2	-1	-1	-1	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	14	3	10	14	29
Repayment of long term debt	-15	-4	-13	-20	-24
Loans from shareholders	9	8	6	8	13
Repayment of loans from shareholders	-10	-5	-2	-12	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	3	1
Decrease in equity	-1	-	-	-1	-4
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	3	-	-2	2
<b>Cash &amp; equivalents-Beginning of the year</b>	6	2	-	8	13
<b>Cash &amp; equivalents - End of the year</b>	7	5	1	6	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	14,372	1,831,080	225.906	2,221	1,397
less than 20	11,273	578,120	70.941	1,777	1,077
20 - 99	2,849	760,963	93.931	415	294
100 - 499	200	217,762	26.877	25	20
500 and over	50	274,235	34.157	4	6
1987					
Total	17,053	2,366,843	262.689	3,116	...
less than 20	13,331	750,034	83.151	2,497	...
20 - 99	3,440	1,028,459	114.245	575	...
100 - 499	226	278,663	30.895	39	...
500 and over	56	309,687	34.398	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,436				
Average sales \$	366,023	85,088	190,313	348,405	840,235
Average expense \$	357,790	87,511	184,892	340,576	818,182
Average net profit (loss) \$	8,233	-2,423	5,421	7,829	22,103
Businesses reporting a profit (No.)	1,967				
Average sales \$	370,253	83,980	188,789	349,003	859,241
Average expense \$	347,541	74,411	174,814	327,083	813,854
Average net profit \$	22,712	9,569	13,975	21,920	45,387
Businesses reporting a loss (No.)	469				
Average sales \$	353,299	86,501	194,748	347,207	784,739
Average expense \$	379,232	104,207	214,229	367,528	830,853
Average net loss \$	-25,933	-17,706	-19,481	-20,421	-46,124
<b>1986</b>					
Number of observations in sample	3,217				
Average sales \$	366,556	76,861	176,352	346,659	866,351
Average expense \$	357,745	76,211	174,053	338,898	841,817
Average net profit (loss) \$	8,811	650	2,299	7,761	24,534
Businesses reporting a profit (No.)	2,383				
Average sales \$	373,257	76,618	174,695	343,105	898,609
Average expense \$	348,754	65,732	159,397	321,278	848,610
Average net profit \$	24,503	10,886	15,298	21,827	49,999
Businesses reporting a loss (No.)	834				
Average sales \$	350,919	77,242	178,734	353,575	794,125
Average expense \$	371,887	92,641	195,120	373,182	826,606
Average net loss \$	-20,968	-15,399	-16,386	-19,607	-32,481
<b>1987</b>					
Number of observations in sample	2,038				
Average sales \$	321,837	70,431	171,822	315,959	729,135
Average expense \$	317,733	73,243	169,410	311,352	716,926
Average net profit (loss) \$	4,104	-2,812	2,412	4,607	12,209
Businesses reporting a profit (No.)	1,367				
Average sales \$	327,950	75,325	169,685	316,769	750,019
Average expense \$	306,801	67,435	156,763	297,481	705,523
Average net profit \$	21,149	7,890	12,922	19,288	44,496
Businesses reporting a loss (No.)	671				
Average sales \$	310,370	64,155	175,478	314,582	687,263
Average expense \$	336,613	80,689	191,051	334,922	739,788
Average net loss \$	-26,243	-16,534	-15,573	-20,340	-52,525

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

Government  
Publications

# (UNLICENSED) RESTAURANTS (INCLUDING DRIVE-INS)

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,031					
Low sales value (\$000's)	(1)	(1)	65	111	222	
High sales value (\$000's)	(1)	65	111	222	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.1	47.2	42.9	41.0	37.4	91.5	46.0	51.4	47.8	44.5	40.5
Occupancy expenses	15.7	16.5	16.9	15.9	13.6	99.3	15.8	16.9	16.9	15.9	13.6
Depreciation	2.9	2.2	3.0	3.3	3.1	72.5	4.0	4.7	4.6	3.8	3.3
Repairs & maintenance	1.8	1.9	1.9	1.9	1.7	87.5	2.1	2.3	2.2	2.1	1.8
Heat, light & telephone	3.6	3.9	3.9	3.9	2.9	93.4	3.9	4.6	4.1	4.0	3.0
Rent	7.3	8.6	8.1	6.8	5.9	73.9	9.9	12.1	11.6	9.1	7.3
Personnel expenses	21.5	15.1	20.0	23.9	27.2	92.1	23.4	19.3	21.1	24.5	27.7
Financial expenses	3.3	3.6	3.6	3.2	2.7	94.8	3.5	4.1	3.8	3.3	2.8
Interest & bank charges	2.3	2.4	2.3	2.3	1.9	78.8	2.9	4.0	3.1	2.6	2.2
Professional fees	1.0	1.1	1.2	0.9	0.8	84.4	1.2	1.7	1.5	1.0	0.8
Other expenses	15.7	16.0	17.5	13.6	15.7	100.0	15.7	16.0	17.5	13.6	15.7
Profit (loss)	1.6	1.7	-1.0	2.4	3.4	98.4	1.7	1.7	-1.0	2.5	3.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises but without a license to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises. Drive-in restaurants, unlicensed restaurant services and unlicensed restaurants are included in this industry.



**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	453				
Low sales value (\$000's)	(1)	(1)	119	217	374
High sales value (\$000's)	(1)	119	217	374	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	-	1	2	3
Inventory	-	-	-	-	-
Other current assets	30	9	21	27	63
Total current assets	31	9	22	28	67
Fixed assets	84	23	55	76	183
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	8	15	17	41
<b>Total assets</b>	<b>136</b>	<b>39</b>	<b>93</b>	<b>121</b>	<b>290</b>
<b>Liabilities and equity</b>					
Current loans	10	8	6	11	17
Other current liabilities	33	22	20	29	62
Total current liabilities	44	30	26	40	79
Mortgages payable	-	-	-	-	-
Long term debt	9	1	4	8	23
Other liabilities	72	30	67	57	133
<b>Total liabilities</b>	<b>124</b>	<b>61</b>	<b>96</b>	<b>105</b>	<b>235</b>
<b>Total equity</b>	<b>11</b>	<b>-22</b>	<b>-4</b>	<b>16</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	453				
Low sales value (\$000's)	(1)	(1)	119	217	374
High sales value (\$000's)	(1)	119	217	374	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.3	0.8	0.7	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	10.8	-2.8	-25.3	6.7	4.2
Interest coverage ratio (times)	1.1	...	...	2.1	2.3
Debt ratio (times)	0.9	1.6	1.0	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	219				
Low sales value (\$000's)	(1)	(1)	153	233	389
High sales value (\$000's)	(1)	153	233	389	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	-	-21	-3	10	11
Depreciation	12	5	9	12	23
Other	2	3	6	-	-3
<b>Dividends</b>	-3	-	-3	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	2	-	2	2	3
Purchase of fixed assets	-25	-3	-10	-17	-69
Increase in investment	-2	-	-2	-	-6
Decrease in investment	1	-	-	-	4
<b>Financing activities</b>					
Increase in long term debt	19	2	3	15	54
Repayment of long term debt	-10	-2	-7	-12	-18
Loans from shareholders	11	21	8	3	12
Repayment of loans from shareholders	-6	-4	-4	-7	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	-	3
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	2	-	1	-1
<b>Cash &amp; equivalents-Beginning of the year</b>	8	1	7	8	17
<b>Cash &amp; equivalents - End of the year</b>	9	3	7	9	16

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	9,670	772,987	95.886	1,792	939
less than 20	8,746	300,038	36.842	1,681	852
20 - 99	815	209,861	26,078	105	82
100 - 499	70	81,133	10,005	5	5
500 and over	39	181,955	22,961	1	-
1987					
Total	13,171	1,121,110	124,772	3,311	...
less than 20	11,963	428,504	47,580	3,111	...
20 - 99	1,040	305,873	33,821	177	...
100 - 499	128	145,954	16,164	19	...
500 and over	40	240,779	27,207	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,446				
Average sales \$	186,284	40,441	74,082	141,482	489,131
Average expense \$	177,548	39,404	66,643	133,650	470,495
Average net profit (loss) \$	8,736	1,037	7,439	7,832	18,636
Businesses reporting a profit (No.)	1,169				
Average sales \$	188,215	41,118	73,796	141,491	496,454
Average expense \$	172,363	33,716	60,969	126,769	467,997
Average net profit \$	15,852	7,402	12,827	14,722	28,457
Businesses reporting a loss (No.)	277				
Average sales \$	179,042	39,350	74,792	141,455	460,571
Average expense \$	190,638	48,560	80,708	153,046	480,239
Average net loss \$	-11,596	-9,210	-5,916	-11,591	-19,668
<b>1986</b>					
Number of observations in sample	1,781				
Average sales \$	191,665	42,949	84,088	163,473	476,150
Average expense \$	186,723	42,035	83,071	157,117	464,667
Average net profit (loss) \$	4,942	914	1,017	6,356	11,483
Businesses reporting a profit (No.)	1,314				
Average sales \$	193,441	42,789	84,235	158,345	488,396
Average expense \$	178,824	35,606	74,742	144,669	460,277
Average net profit \$	14,617	7,183	9,493	13,676	28,119
Businesses reporting a loss (No.)	467				
Average sales \$	188,830	43,238	83,802	174,909	453,371
Average expense \$	202,649	53,567	99,322	184,875	472,832
Average net loss \$	-13,819	-10,329	-15,520	-9,966	-19,461
<b>1987</b>					
Number of observations in sample	1,175				
Average sales \$	184,642	45,127	85,084	161,421	446,934
Average expense \$	180,234	43,948	85,651	158,170	433,167
Average net profit (loss) \$	4,408	1,179	-567	3,251	13,767
Businesses reporting a profit (No.)	832				
Average sales \$	183,690	46,368	86,391	162,676	439,325
Average expense \$	169,225	40,522	75,521	148,581	412,275
Average net profit \$	14,465	5,846	10,870	14,095	27,050
Businesses reporting a loss (No.)	343				
Average sales \$	188,129	42,986	83,171	159,511	466,848
Average expense \$	202,739	49,860	100,477	172,773	487,844
Average net loss \$	-14,610	-6,874	-17,306	-13,262	-20,996

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







# SAWMILL, PLANNING MILL & SHINGLE MILL PRODUCTS INDUSTRIES

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Sawmill, Planing Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	509					
Low sales value (\$000's)	(1)	(1)	52	179	591	531
High sales value (\$000's)	(1)	52	179	591		11

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.0	5.6	22.6	31.5	35.7	74.2	32.3	12.4	30.9	36.4	39.0
Occupancy expenses	13.7	14.1	16.7	13.2	10.9	99.3	13.8	14.3	16.7	13.3	10.9
Depreciation	5.8	6.5	7.8	5.0	4.0	86.6	5.7	10.5	8.4	5.4	4.1
Repairs & maintenance	4.6	4.6	5.1	4.7	3.7	73.0	6.2	7.4	6.9	6.0	4.9
Heat, light & telephone	1.9	1.1	2.1	1.9	2.2	88.5	2.1	1.3	2.8	2.1	2.4
Rent	1.5	1.8	1.6	1.5	1.0	44.5	3.3	4.2	3.5	3.3	2.1
Personnel expenses	24.5	17.6	22.8	29.4	27.9	94.0	26.0	21.1	23.5	30.4	28.2
Financial expenses	3.3	4.7	2.9	3.2	2.5	93.3	3.6	5.9	3.0	3.3	2.6
Interest & bank charges	2.5	3.9	1.7	2.4	1.9	81.7	3.0	5.8	2.3	2.7	2.1
Professional fees	0.8	0.7	1.2	0.8	0.6	83.7	1.0	1.1	1.5	0.9	0.6
Other expenses	23.1	31.5	23.6	19.2	18.4	100.0	23.1	31.5	23.6	19.2	18.4
Profit (loss)	11.4	26.6	11.3	3.6	4.7	98.8	11.6	26.6	11.8	3.6	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 2510 - Sawmill, Planing Mill and Shingle Mill Products Industries

Businesses primarily engaged in manufacturing lumber, both rough and dressed, shingles and other sawmill or other planing mill products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Sawmill, Planning Mill &amp; Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	366				
Low sales value (\$000's)	(1)	(1)	202	500	908
High sales value (\$000's)	(1)	202	500	908	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	51	8	22	50	122
Inventory	-	-	-	-	-
Other current assets	152	37	81	169	317
Total current assets	203	44	103	220	439
Fixed assets	194	84	128	176	402
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	26	10	13	28	53
<b>Total assets</b>	<b>423</b>	<b>118</b>	<b>244</b>	<b>424</b>	<b>895</b>
<b>Liabilities and equity</b>					
Current loans	37	6	20	48	73
Other current liabilities	95	23	67	101	187
Total current liabilities	132	29	87	148	259
Mortgages payable	-	-	-	-	-
Long term debt	10	2	6	3	29
Other liabilities	132	56	98	135	236
<b>Total liabilities</b>	<b>274</b>	<b>87</b>	<b>192</b>	<b>286</b>	<b>524</b>
<b>Total equity</b>	<b>149</b>	<b>32</b>	<b>52</b>	<b>137</b>	<b>371</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Sawmill, Planning Mill &amp; Shingle Mill Products Industries (SIC 251)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	366				
Low sales value (\$000's)	(1)	(1)	202	500	908
High sales value (\$000's)	(1)	202	500	908	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.5	1.2	1.5	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	2.7	3.7	2.1	1.4
Interest coverage ratio (times)	3.1	2.5	2.2	2.8	3.7
Debt ratio (times)	0.6	0.7	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	238				
Low sales value (\$000's)	(1)	(1)	291	547	935
High sales value (\$000's)	(1)	291	547	935	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	37	12	29	35	72
Depreciation	31	14	20	31	59
Other	-13	-2	-12	-27	-10
<b>Dividends</b>	<b>-7</b>	<b>-4</b>	<b>-6</b>	<b>-13</b>	<b>-5</b>
<b>Investment activities</b>					
Disposal of fixed assets	18	19	9	27	17
Purchase of fixed assets	-69	-13	-54	-61	-146
Increase in investment	-7	-9	-3	-3	-13
Decrease in investment	3	-	3	-	8
<b>Financing activities</b>					
Increase in long term debt	35	8	22	30	79
Repayment of long term debt	-21	-12	-12	-25	-36
Loans from shareholders	12	9	6	14	20
Repayment of loans from shareholders	-15	-14	-11	-7	-26
Advances & loans from government	5	-	-	4	14
Increase in equity	6	-	7	5	9
Decrease in equity	-5	-	-6	-5	-7
Other	-	-1	2	3	-3
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>10</b>	<b>7</b>	<b>-6</b>	<b>8</b>	<b>33</b>
Cash & equivalents-Beginning of the year	7	20	31	-6	-19
Cash & equivalents - End of the year	17	27	25	2	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,975	1,647,434	61,953	308	138
less than 20	1,606	123,676	5,377	281	127
20 - 99	230	219,666	9,280	13	8
100 - 499	104	528,337	20,153	9	3
500 and over	35	775,755	27,143	5	-
1987					
Total	1,959	2,107,399	71,335	266	...
less than 20	1,557	142,803	5,405	232	...
20 - 99	254	269,677	10,162	18	...
100 - 499	100	581,591	20,167	13	...
500 and over	48	1,113,328	35,601	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quantile, 1985-1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	685				
Average sales \$	320,462	33,696	72,713	217,968	357,469
Average expense \$	312,382	27,827	63,139	213,834	344,727
Average net profit (loss) \$	8,080	5,869	9,574	4,134	12,742
Businesses reporting a profit (No.)	539				
Average sales \$	328,650	33,290	71,846	219,136	390,326
Average expense \$	298,078	22,973	57,738	193,227	318,372
Average net profit \$	30,572	10,317	14,108	25,909	71,954
Businesses reporting a loss (No.)	146				
Average sales \$	289,560	34,799	77,601	214,830	331,009
Average expense \$	362,487	41,017	93,579	269,193	1,046,160
Average net loss \$	-72,927	-6,218	-15,978	-54,363	-215,151
<b>1986</b>					
Number of observations in sample	691				
Average sales \$	322,794	33,203	77,440	202,830	377,701
Average expense \$	311,737	27,823	71,319	194,783	353,023
Average net profit (loss) \$	11,057	5,380	6,121	8,047	24,678
Businesses reporting a profit (No.)	529				
Average sales \$	322,427	32,958	73,730	205,483	377,475
Average expense \$	296,802	26,589	62,545	185,125	312,949
Average net profit \$	25,625	6,369	11,245	20,358	64,526
Businesses reporting a loss (No.)	162				
Average sales \$	325,052	35,972	89,876	196,053	378,306
Average expense \$	355,739	41,789	101,212	219,455	1,060,498
Average net loss \$	-30,687	-5,817	-11,336	-23,402	-82,192
<b>1987</b>					
Number of observations in sample	573				
Average sales \$	395,354	38,794	102,501	359,023	1,081,097
Average expense \$	374,320	28,658	91,536	347,608	1,029,418
Average net profit (loss) \$	21,034	10,136	10,965	11,415	51,679
Businesses reporting a profit (No.)	435				
Average sales \$	398,481	37,817	102,222	360,776	1,093,107
Average expense \$	361,598	25,154	88,111	326,445	1,006,681
Average net profit \$	36,883	12,663	14,111	34,331	86,426
Businesses reporting a loss (No.)	138				
Average sales \$	385,895	43,672	104,558	354,781	1,040,567
Average expense \$	417,122	46,170	117,353	398,817	1,106,147
Average net loss \$	-31,227	-2,498	-12,795	-44,036	-65,580

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA  
IST 20  
-S 51

SCHOOL BUS OPERATIONS  
INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, School Bus Operations Industry (SIC 4573)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	331					
Low sales value (\$000's)	(1)	(1)	35	64	239	
High sales value (\$000's)	(1)	35	64	239	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.5	-	0.1	0.1	1.9	6.5	8.1	-	1.6	1.8	15.3
Occupancy expenses	18.4	18.2	18.0	19.4	18.1	100.0	18.4	18.2	18.0	19.4	18.1
Depreciation	10.9	10.4	10.8	12.0	10.4	98.4	11.1	10.7	11.2	12.0	10.4
Repairs & maintenance	5.6	6.8	5.7	5.2	4.9	72.3	7.8	10.6	9.0	6.8	5.8
Heat, light & telephone	0.8	0.6	1.0	0.8	0.8	68.0	1.2	1.3	1.7	1.0	0.9
Rent	1.1	0.3	0.5	1.4	2.1	42.8	2.5	1.4	2.1	2.9	2.8
Personnel expenses	26.7	15.4	12.7	38.2	40.2	84.2	31.7	24.0	17.6	38.2	40.6
Financial expenses	3.1	2.0	3.6	3.3	3.3	92.4	3.4	2.3	4.3	3.3	3.3
Interest & bank charges	2.1	1.4	2.7	2.0	2.4	70.8	3.0	3.4	4.4	2.4	2.5
Professional fees	1.0	0.6	1.0	1.3	0.9	82.7	1.2	1.0	1.3	1.3	1.0
Other expenses	26.9	23.2	30.3	27.1	26.2	100.0	26.9	23.2	30.3	27.1	26.2
Profit (loss)	24.4	41.1	35.2	12.0	10.3	100.0	24.4	41.1	35.2	12.0	10.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4573 - School Bus Operations Industry

Businesses primarily engaged in operating buses and other motor vehicles to transport pupils to and from school such as school bus services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	265				
Low sales value (\$000's)	(1)	(1)	105	243	546
High sales value (\$000's)	(1)	105	243	546	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	2	4	13	32
Inventory	-	-	-	-	-
Other current assets	71	31	35	75	141
Total current assets	84	32	39	88	174
Fixed assets	203	36	80	184	508
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	40	6	25	43	84
<b>Total assets</b>	<b>326</b>	<b>75</b>	<b>144</b>	<b>315</b>	<b>765</b>
<b>Liabilities and equity</b>					
Current loans	16	1	3	13	46
Other current liabilities	63	13	32	54	153
Total current liabilities	79	15	35	68	198
Mortgages payable	-	-	-	-	-
Long term debt	17	1	-	15	51
Other liabilities	66	16	26	56	165
<b>Total liabilities</b>	<b>162</b>	<b>32</b>	<b>61</b>	<b>139</b>	<b>415</b>
<b>Total equity</b>	<b>164</b>	<b>43</b>	<b>83</b>	<b>177</b>	<b>351</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	265				
Low sales value (\$000's)	(1)	(1)	105	243	546
High sales value (\$000's)	(1)	105	243	546	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	2.2	1.1	1.3	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.0	0.7	0.7	0.8	1.2
Interest coverage ratio (times)	5.4	5.1	5.7	5.8	5.2
Debt ratio (times)	0.5	0.4	0.4	0.4	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	212				
Low sales value (\$000's)	(1)	(1)	126	265	557
High sales value (\$000's)	(1)	126	265	557	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	40	13	19	38	88
Depreciation	47	9	23	44	111
Other	-7	-13	-4	-8	-3
<b>Dividends</b>	-8	-1	-8	-6	-15
<b>Investment activities</b>					
Disposal of fixed assets	18	17	15	13	28
Purchase of fixed assets	-83	-13	-23	-75	-212
Increase in investment	-3	-1	-	-5	-7
Decrease in investment	3	1	-	-	10
<b>Financing activities</b>					
Increase in long term debt	44	9	9	38	119
Repayment of long term debt	-39	-15	-10	-32	-98
Loans from shareholders	4	-	4	4	5
Repayment of loans from shareholders	-12	-	-19	-6	-22
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	2	2
Decrease in equity	-2	-	-3	-4	-2
Other	-1	-	-2	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	6	-5	3	2
<b>Cash &amp; equivalents-Beginning of the year</b>	48	23	39	53	76
<b>Cash &amp; equivalents - End of the year</b>	49	29	34	55	78

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, School Bus Operations Industry (SIC 4573)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,852	295,831	24,596	152	93
less than 20	1,621	82,750	6,621	141	83
20 - 99	194	88,232	7,433	9	8
100 - 499	27	55,316	4,848	1	2
500 and over	10	69,533	5,694	1	-
1987					
Total	1,809	375,938	25,170	128	...
less than 20	1,566	96,648	6,581	118	...
20 - 99	206	115,839	8,110	4	...
100 - 499	27	64,744	4,402	4	...
500 and over	10	98,707	6,077	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	298				
Average sales \$	182,779	28,717	44,727	127,444	530,228
Average expense \$	158,043	17,302	28,814	104,160	481,895
Average net profit (loss) \$	24,736	11,415	15,913	23,284	48,333
Businesses reporting a profit (No.)	286				
Average sales \$	176,889	28,728	44,596	129,036	505,195
Average expense \$	150,759	17,020	27,511	104,892	453,612
Average net profit \$	26,130	11,708	17,085	24,144	51,583
Businesses reporting a loss (No.)	12				
Average sales \$	303,312	28,039	47,023	73,644	1,064,541
Average expense \$	312,710	34,267	51,521	79,454	1,085,597
Average net loss \$	-9,398	-6,228	-4,498	-5,810	-21,056
<b>1986</b>					
Number of observations in sample	220				
Average sales \$	183,158	29,740	43,978	125,031	533,882
Average expense \$	156,741	17,120	27,360	104,218	478,264
Average net profit (loss) \$	26,417	12,620	16,618	20,813	55,618
Businesses reporting a profit (No.)	207				
Average sales \$	180,896	29,746	43,885	125,284	524,668
Average expense \$	152,219	16,969	26,420	104,236	461,249
Average net profit \$	28,677	12,777	17,465	21,048	63,419
Businesses reporting a loss (No.)	13				
Average sales \$	200,122	28,750	45,980	97,824	627,933
Average expense \$	211,154	42,814	47,639	102,224	651,940
Average net loss \$	-11,032	-14,064	-1,659	-4,400	-24,007
<b>1987</b>					
Number of observations in sample	352				
Average sales \$	223,401	30,388	46,770	131,663	684,782
Average expense \$	195,193	17,420	30,929	116,159	616,264
Average net profit (loss) \$	28,208	12,968	15,841	15,504	68,518
Businesses reporting a profit (No.)	322				
Average sales \$	223,721	30,230	46,252	133,814	684,589
Average expense \$	192,537	16,095	29,859	115,136	609,298
Average net profit \$	31,124	14,135	16,393	18,678	75,291
Businesses reporting a loss (No.)	30				
Average sales \$	223,900	32,824	62,140	113,164	687,470
Average expense \$	234,717	37,901	62,636	124,958	713,371
Average net loss \$	-10,817	-5,077	-496	-11,794	-25,901

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
IST 20  
-S 51

# SIDING WORK

///

---

CANADA

---

1987

---



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	390					
Low sales value (\$000's)	(1)	(1)	37	69	174	
High sales value (\$000's)	(1)					(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	28.4	4.8	19.3	42.4	46.9	58.3	48.8	31.6	39.4	54.8	51.7
Occupancy expenses	4.9	5.9	5.8	4.3	3.5	96.3	5.1	6.9	5.8	4.3	3.6
Depreciation	2.2	3.0	2.8	1.8	1.3	87.6	2.5	4.6	2.9	1.9	1.3
Repairs & maintenance	1.0	1.4	1.3	0.7	0.5	41.9	2.3	3.8	3.3	1.6	1.0
Heat, light & telephone	0.6	0.3	0.6	0.8	0.7	61.9	1.0	1.0	1.0	1.1	0.8
Rent	1.1	1.2	1.1	1.0	1.1	46.9	2.3	5.3	2.4	2.1	1.5
Personnel expenses	15.3	10.4	13.5	16.2	21.1	79.7	19.2	14.6	19.6	20.1	21.6
Financial expenses	1.1	0.8	1.3	1.1	1.0	84.2	1.3	1.2	1.5	1.3	1.1
Interest & bank charges	0.6	0.5	0.6	0.6	0.5	56.7	1.0	1.4	1.3	0.9	0.7
Professional fees	0.5	0.3	0.8	0.5	0.5	65.5	0.8	0.7	1.1	0.8	0.6
Other expenses	24.4	30.5	24.9	21.6	20.9	100.0	24.4	30.5	24.9	21.6	20.9
Profit (loss)	25.9	47.6	35.2	14.4	6.6	99.4	26.0	47.6	36.1	14.4	6.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4232 - Siding Contractors

Businesses primarily engaged in the installation and repair of siding, cladding, metal doors and window frames and related work. Included are businesses dealing in the installation of metal awnings, canopies and shutters; installation of cladding (excluding glass); installation of curtain walls; installation of metal doors and window frames; installation of metal, hardboard and vinyl exterior siding; installation of metal and plastic fascia and soffit and the installation of aluminum, steel, asbestos, cement, plastic and hardboard siding.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	203				
Low sales value (\$000's)	(1)	(1)	97	228	463
High sales value (\$000's)	(1)	97	228	463	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	36	5	10	25	103
Inventory	-	-	-	-	-
Other current assets	41	9	20	35	99
Total current assets	77	14	29	60	202
Fixed assets	21	7	12	15	50
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	-	3	10	13
<b>Total assets</b>	<b>104</b>	<b>22</b>	<b>44</b>	<b>85</b>	<b>264</b>
<b>Liabilities and equity</b>					
Current loans	9	1	3	6	24
Other current liabilities	47	10	20	39	117
Total current liabilities	55	12	23	45	141
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	2	1
Other liabilities	16	4	15	9	36
<b>Total liabilities</b>	<b>72</b>	<b>16</b>	<b>38</b>	<b>56</b>	<b>178</b>
<b>Total equity</b>	<b>32</b>	<b>5</b>	<b>5</b>	<b>29</b>	<b>87</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Siding Work (SIC 4232)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	203				
Low sales value (\$000's)	(1)	(1)	97	228	463
High sales value (\$000's)	(1)	97	228	463	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.3	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	3.1	7.1	1.9	2.1
Interest coverage ratio (times)	10.4	35.0	7.1	12.6	9.6
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

- a) Debt/equity = total liabilities / equity
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Siding Work (SIC 4232)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)		286	537
High sales value (\$000's)	(1)	178	286	537	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	-	8	31	56
Depreciation	5	1	4	5	10
Other	-4	-7	1	-	-11
<b>Dividends</b>	-6	-	-8	-8	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	1	3	1	3
Purchase of fixed assets	-15	-	-3	-9	-47
Increase in investment	-28	-	-	-106	-2
Decrease in investment	12	-	-	46	-
<b>Financing activities</b>					
Increase in long term debt	7	1	1	8	19
Repayment of long term debt	-2	-	-1	-3	-5
Loans from shareholders	3	4	-	2	6
Repayment of loans from shareholders	-3	-	-2	-1	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-1	-	-1	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-2	3	-34	14
Cash & equivalents-Beginning of the year	14	9	7	22	17
Cash & equivalents - End of the year	9	7	10	-11	32

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Siding Work (SIC 4232)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,542	107,559	4,481	295	171
less than 20	1,512	73,846	3,071	292	169
20 - 99	20	12,643	547	2	2
100 - 499	-	-	-	-	-
500 and over	10	21,070	863	1	-
1987					
Total	1,901	167,113	6,041	396	...
less than 20	1,845	114,022	4,138	382	...
20 - 99	47	30,884	1,136	13	...
100 - 499	-	-	-	-	...
500 and over	9	22,207	767	1	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,017				
Average sales \$	195,406	32,452	64,992	137,917	546,261
Average expense \$	180,532	19,542	54,547	125,660	522,377
Average net profit (loss) \$	14,874	12,910	10,445	12,257	23,884
Businesses reporting a profit (No.)	910				
Average sales \$	201,481	32,233	65,873	138,110	569,706
Average expense \$	181,847	18,439	52,362	120,553	536,035
Average net profit \$	19,634	13,794	13,511	17,557	33,671
Businesses reporting a loss (No.)	107				
Average sales \$	173,448	36,433	60,363	136,845	460,151
Average expense \$	182,941	39,605	66,038	153,908	472,212
Average net loss \$	-9,493	-3,172	-5,675	-17,063	-12,061
<b>1986</b>					
Number of observations in sample	993				
Average sales \$	193,333	32,817	65,889	154,928	519,697
Average expense \$	176,814	18,119	52,184	142,496	494,458
Average net profit (loss) \$	16,519	14,698	13,705	12,432	25,239
Businesses reporting a profit (No.)	880				
Average sales \$	192,579	32,623	65,415	151,113	521,165
Average expense \$	172,850	17,269	50,590	134,137	489,403
Average net profit \$	19,729	15,354	14,825	16,976	31,762
Businesses reporting a loss (No.)	113				
Average sales \$	198,872	38,413	74,390	170,915	511,769
Average expense \$	205,680	42,641	80,804	177,525	521,749
Average net loss \$	-6,808	-4,228	-6,414	-6,610	-9,980
<b>1987</b>					
Number of observations in sample	430				
Average sales \$	172,830	31,025	50,622	120,538	489,136
Average expense \$	153,144	16,123	33,464	103,353	459,637
Average net profit (loss) \$	19,686	14,902	17,158	17,185	29,499
Businesses reporting a profit (No.)	366				
Average sales \$	176,216	31,166	50,621	121,798	501,280
Average expense \$	152,534	15,831	31,823	101,743	460,740
Average net profit \$	23,682	15,335	18,798	20,055	40,540
Businesses reporting a loss (No.)	64				
Average sales \$	154,675	25,843	50,635	109,757	432,465
Average expense \$	164,132	26,817	58,088	117,130	454,491
Average net loss \$	-9,457	-974	-7,453	-7,373	-22,026

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

(OTHER) SITE WORK  
///

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Other Site Work (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	537				
Low sales value (\$000's)	(1)	(1)	47	72	157
High sales value (\$000's)	(1)	47	72	157	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	15.6	6.6	15.5	17.6	22.7	57.5	27.1	17.8	29.7	26.9	30.1
Occupancy expenses	11.4	11.7	10.5	11.7	11.5	97.6	11.6	12.4	10.6	12.0	11.5
Depreciation	5.0	5.1	5.0	5.1	4.7	89.4	5.5	6.1	5.9	5.5	4.8
Repairs & maintenance	3.2	2.7	3.1	3.5	3.4	63.6	5.0	4.7	5.3	5.2	4.9
Heat, light & telephone	0.8	0.7	0.8	0.8	1.0	69.7	1.2	1.3	1.3	1.1	1.2
Rent	2.4	3.2	1.6	2.3	2.4	66.2	3.6	5.6	2.8	3.1	3.2
Personnel expenses	23.8	13.0	23.2	28.9	30.1	89.9	26.5	17.5	24.7	31.2	30.5
Financial expenses	2.2	2.2	1.9	2.7	2.1	90.1	2.5	2.7	2.3	2.8	2.1
Interest & bank charges	1.5	1.4	1.1	1.9	1.5	72.7	2.0	2.8	1.6	2.3	1.7
Professional fees	0.8	0.8	0.8	0.9	0.6	72.3	1.1	1.3	1.4	1.1	0.7
Other expenses	29.7	31.9	32.5	28.2	26.4	100.0	29.7	31.9	32.5	28.2	26.4
Profit (loss)	17.2	34.4	16.5	10.9	7.2	98.8	17.5	34.9	16.5	11.1	7.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4219 - Other Site Work

Businesses primarily engaged in site work not elsewhere classified. Included in this industry are businesses primarily engaged in landscape contracting who purchase nursery stock. These businesses include landscape contractors and riprapping installation.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Other Site Work (SIC 4219)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	76	162	326
High sales value (\$000's)	(1)	76	162	326	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	23	2	6	15	70
Inventory	-	-	-	-	-
Other current assets	30	17	12	28	64
Total current assets	53	18	17	43	133
Fixed assets	51	15	24	58	107
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	1	4	4	22
<b>Total assets</b>	<b>112</b>	<b>34</b>	<b>45</b>	<b>105</b>	<b>263</b>
<b>Liabilities and equity</b>					
Current loans	11	2	6	6	29
Other current liabilities	37	12	13	29	92
Total current liabilities	47	14	19	35	120
Mortgages payable	-	-	-	-	-
Long term debt	3	-	2	3	5
Other liabilities	31	13	21	33	57
<b>Total liabilities</b>	<b>81</b>	<b>27</b>	<b>42</b>	<b>72</b>	<b>183</b>
<b>Total equity</b>	<b>31</b>	<b>6</b>	<b>3</b>	<b>34</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Other Site Work (SIC 4219)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	76	162	326
High sales value (\$000's)	(1)	76	162	326	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.3	0.9	1.2	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	4.2	16.8	2.1	2.3
Interest coverage ratio (times)	4.6	7.7	0.9	4.5	5.4
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Other Site Work (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	126				
Low sales value (\$000's)	(1)	(1)	90	179	351
High sales value (\$000's)	(1)	90	179	351	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	-13	13	20	27
Depreciation	16	17	6	14	27
Other	-14	-27	-8	-9	-14
<b>Dividends</b>	-7	-1	-8	-6	-12
<b>Investment activities</b>					
Disposal of fixed assets	6	1	5	7	10
Purchase of fixed assets	-22	-1	-14	-24	-47
Increase in investment	-	-	-	-	-1
Decrease in investment	1	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	19	24	2	13	37
Repayment of long term debt	-11	-	-1	-7	-34
Loans from shareholders	3	-	3	4	7
Repayment of loans from shareholders	-4	-	-	-9	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	1	-2	4	-6
Cash & equivalents-Beginning of the year	8	-	4	17	8
Cash & equivalents - End of the year	7	2	2	21	3

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Other Site Work (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,051	162,629	6,668	662	470
less than 20	3,012	113,836	4,668	655	469
20 - 99	28	17,456	730	7	-
100 - 499	1	X	116	-	1
500 and over	10	X	1,154	-	-
1987					
Total	4,058	261,620	9,526	937	...
less than 20	4,014	198,491	7,199	934	...
20 - 99	34	31,969	1,189	2	...
100 - 499	-	-	-	-	...
500 and over	10	31,160	1,138	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

\*"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Other Site Work (SIC 4219)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,181				
Average sales \$	156,166	33,609	60,288	110,452	420,316
Average expense \$	140,641	26,555	50,349	99,520	386,139
Average net profit (loss) \$	15,525	7,054	9,939	10,932	34,177
Businesses reporting a profit (No.)	1,034				
Average sales \$	157,429	33,833	60,491	113,222	422,168
Average expense \$	137,315	24,058	47,366	98,116	379,718
Average net profit \$	20,114	9,775	13,125	15,106	42,450
Businesses reporting a loss (No.)	147				
Average sales \$	148,882	32,204	59,207	95,949	408,167
Average expense \$	160,903	42,283	66,184	106,875	428,270
Average net loss \$	-12,021	-10,079	-6,977	-10,926	-20,103
<b>1986</b>					
Number of observations in sample	1,336				
Average sales \$	155,232	31,635	60,684	113,061	415,547
Average expense \$	141,090	22,691	48,835	98,732	394,100
Average net profit (loss) \$	14,142	8,944	11,849	14,329	21,447
Businesses reporting a profit (No.)	1,118				
Average sales \$	152,794	31,632	60,615	113,754	405,173
Average expense \$	135,000	22,199	46,947	96,826	374,026
Average net profit \$	17,794	9,433	13,668	16,928	31,147
Businesses reporting a loss (No.)	218				
Average sales \$	164,947	31,714	61,301	108,446	458,327
Average expense \$	172,513	36,018	65,722	111,434	476,876
Average net loss \$	-7,566	-4,304	-4,421	-2,988	-18,549
<b>1987</b>					
Number of observations in sample	594				
Average sales \$	147,537	33,999	60,283	106,264	389,602
Average expense \$	132,707	23,152	49,957	94,883	362,837
Average net profit (loss) \$	14,830	10,847	10,326	11,381	26,765
Businesses reporting a profit (No.)	478				
Average sales \$	148,812	33,387	60,333	104,561	396,965
Average expense \$	128,836	20,556	48,294	87,446	359,049
Average net profit \$	19,976	12,831	12,039	17,115	37,916
Businesses reporting a loss (No.)	116				
Average sales \$	143,730	38,783	59,787	113,376	362,972
Average expense \$	153,084	43,472	66,393	125,937	376,535
Average net loss \$	-9,354	-4,689	-6,606	-12,561	-13,563

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# SPORTING GOODS STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	610				
Low sales value (\$000's)	(1)	(1)	87	200	470
High sales value (\$000's)	(1)	87	200	470	111

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.3	59.9	61.3	58.4	61.7	94.8	63.6	68.3	64.4	59.7	62.6
Occupancy expenses	7.6	8.5	9.3	7.3	5.5	98.5	7.8	9.1	9.3	7.3	5.5
Depreciation	1.8	3.1	1.5	1.5	1.2	84.3	2.1	4.8	1.8	1.6	1.2
Repairs & maintenance	0.7	0.7	0.5	0.9	0.5	68.2	1.0	1.3	0.9	1.1	0.7
Heat, light & telephone	1.6	2.6	1.7	1.2	0.9	89.3	1.8	3.2	1.9	1.2	1.0
Rent	3.6	2.0	5.6	3.8	2.9	68.3	5.3	5.8	7.2	4.9	3.6
Personnel expenses	11.4	6.9	10.5	14.1	13.7	88.9	12.8	10.3	11.7	14.4	13.8
Financial expenses	2.6	3.3	2.3	2.6	2.2	96.7	2.7	3.5	2.4	2.6	2.2
Interest & bank charges	1.9	2.5	1.5	1.9	1.6	83.6	2.2	3.3	1.8	2.1	1.9
Professional fees	0.7	0.8	0.8	0.7	0.5	85.3	0.8	1.2	0.9	0.8	0.6
Other expenses	15.5	20.7	13.1	14.8	13.5	100.0	15.5	20.7	13.1	14.8	13.5
Profit (loss)	2.6	0.7	3.5	2.8	3.4	98.0	2.7	0.8	3.6	2.9	3.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (including uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (except tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.



**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Sporting Goods Stores (SIC 6541)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	148	321	624
High sales value (\$000's)	(1)	148	321	624	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	2	3	10	39
Inventory	-	-	-	-	-
Other current assets	157	37	77	166	344
Total current assets	170	40	81	176	383
Fixed assets	32	5	18	34	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	23	21	4	5	62
<b>Total assets</b>	<b>226</b>	<b>65</b>	<b>103</b>	<b>215</b>	<b>516</b>
<b>Liabilities and equity</b>					
Current loans	30	6	15	29	69
Other current liabilities	80	42	33	74	173
Total current liabilities	110	48	48	102	242
Mortgages payable	-	-	-	-	-
Long term debt	5	2	3	4	10
Other liabilities	52	13	26	54	113
<b>Total liabilities</b>	<b>167</b>	<b>63</b>	<b>77</b>	<b>160</b>	<b>365</b>
<b>Total equity</b>	<b>59</b>	<b>2</b>	<b>26</b>	<b>56</b>	<b>150</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Sporting Goods Stores (SIC 6541)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	148	321	624
High sales value (\$000's)	(1)	148	321	624	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.8	1.7	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	31.4	2.9	2.9	2.4
Interest coverage ratio (times)	2.9	1.5	2.2	2.6	3.4
Debt ratio (times)	0.7	1.0	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	342				
Low sales value (\$000's)	(1)	(1)	168	354	672
High sales value (\$000's)	(1)	168	354	672	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	16	8	9	11	35
Depreciation	7	4	5	6	14
Other	-15	-2	-	-22	-37
<b>Dividends</b>	-4	-	-4	-3	-10
<b>Investment activities</b>					
Disposal of fixed assets	3	1	1	5	4
Purchase of fixed assets	-13	-3	-7	-15	-26
Increase in investment	-9	-28	-	-1	-9
Decrease in investment	5	19	-	1	1
<b>Financing activities</b>					
Increase in long term debt	10	7	2	15	15
Repayment of long term debt	-6	-3	-1	-7	-11
Loans from shareholders	8	2	1	13	16
Repayment of loans from shareholders	-6	-5	-4	-6	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	1	-	13
Decrease in equity	-1	-	-	-1	-2
Other	-	-	-	2	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	1	2	-2	-5
<b>Cash &amp; equivalents-Beginning of the year</b>	-10	-3	-6	-12	-18
<b>Cash &amp; equivalents - End of the year</b>	-11	-3	-4	-14	-24

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,542	149,763	13,045	444	311
less than 20	2,434	95,535	8,272	429	304
20 - 99	93	32,782	2,850	9	7
100 - 499	8	8,011	723	1	-
500 and over	7	13,435	1,200	5	-
1987					
Total	2,996	210,949	15,733	518	...
less than 20	2,871	133,510	9,919	507	...
20 - 99	100	45,268	3,381	6	...
100 - 499	18	22,271	1,694	3	...
500 and over	7	9,900	739	2	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	558				
Average sales \$	272,719	48,925	120,331	249,395	672,226
Average expense \$	265,831	47,927	115,533	241,154	658,710
Average net profit (loss) \$	6,888	998	4,798	8,241	13,516
Businesses reporting a profit (No.)	519				
Average sales \$	280,420	48,580	117,860	257,159	698,082
Average expense \$	264,656	42,407	109,192	238,803	668,223
Average net profit \$	15,764	6,173	8,668	18,356	29,859
Businesses reporting a loss (No.)	139				
Average sales \$	251,889	49,523	126,907	232,451	598,675
Average expense \$	266,958	57,492	132,405	246,284	631,652
Average net loss \$	-15,069	-7,969	-5,498	-13,833	-32,977
<b>1986</b>					
Number of observations in sample	770				
Average sales \$	275,271	43,164	110,897	256,074	690,950
Average expense \$	268,475	45,573	110,820	248,611	668,896
Average net profit (loss) \$	6,796	-2,409	77	7,463	22,054
Businesses reporting a profit (No.)	534				
Average sales \$	284,268	44,251	104,507	259,717	728,598
Average expense \$	266,796	38,662	95,363	242,274	690,884
Average net profit \$	17,472	5,589	9,144	17,443	37,714
Businesses reporting a loss (No.)	236				
Average sales \$	248,490	42,271	120,261	247,020	584,408
Average expense \$	263,935	51,245	133,467	264,357	606,672
Average net loss \$	-15,445	-8,974	-13,206	-17,337	-22,264
<b>1987</b>					
Number of observations in sample	705				
Average sales \$	346,598	53,655	142,065	319,233	871,437
Average expense \$	335,256	56,245	136,175	309,844	838,759
Average net profit (loss) \$	11,342	-2,590	5,890	9,389	32,678
Businesses reporting a profit (No.)	517				
Average sales \$	349,848	56,589	139,625	315,733	887,443
Average expense \$	328,680	50,953	126,276	298,421	839,070
Average net profit \$	21,168	5,636	13,349	17,312	48,373
Businesses reporting a loss (No.)	188				
Average sales \$	334,152	50,524	148,991	327,758	809,335
Average expense \$	350,349	61,893	164,277	337,674	837,553
Average net loss \$	-16,197	-11,369	-15,286	-9,916	-28,218

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1

IST 20

S 51 SPORTS AND RECREATION CLUBS  
III & SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	368				
Low sales value (\$000's)	(1)	(1)	54	115	294
High sales value (\$000's)	(1)	54	115	294	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	11.1	5.0	6.8	15.6	16.6	46.9	23.6	34.5	17.6	24.4	23.8
Occupancy expenses	26.5	32.1	30.2	23.8	20.0	99.2	26.7	32.8	30.3	23.8	20.2
Depreciation	7.6	10.0	7.3	6.8	6.3	83.8	9.1	12.7	10.2	7.4	6.9
Repairs & maintenance	6.5	6.5	6.1	7.6	5.9	79.8	8.2	9.0	8.1	8.9	6.9
Heat, light & telephone	4.7	6.2	5.1	3.8	3.6	91.0	5.1	7.3	5.5	4.1	3.9
Rent	7.7	9.5	11.7	5.5	4.2	54.6	14.1	20.8	19.5	9.8	7.4
Personnel expenses	25.3	22.9	23.8	28.1	26.4	88.9	28.5	30.0	29.1	28.1	27.2
Financial expenses	6.2	7.1	4.2	6.7	6.6	93.9	6.6	8.3	4.5	6.7	6.8
Interest & bank charges	4.3	4.6	2.7	4.8	5.2	73.9	5.9	7.8	4.6	5.4	5.9
Professional fees	1.8	2.5	1.5	2.0	1.4	83.5	2.2	4.0	1.7	2.2	1.5
Other expenses	29.4	36.9	28.1	23.9	29.0	100.0	29.4	36.9	28.1	23.9	29.0
Profit (loss)	1.5	-4.1	6.9	1.9	1.4	98.1	1.6	-4.1	7.3	1.9	1.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9650 - Sports and Recreation Clubs and Services

Businesses primarily engaged in operating golf courses, curling clubs, skiing facilities, boat rentals, marinas and other sports and recreation clubs and services.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Sports and Recreation Clubs and Services (SIC 965)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	291				
Low sales value (\$000's)	(1)	(1)	59	152	358
High sales value (\$000's)	(1)	59	152	358	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	1	1	6	23
Inventory	-	-	-	-	-
Other current assets	54	11	26	38	140
Total current assets	62	12	27	45	163
Fixed assets	227	47	77	244	536
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	27	2	6	23	77
<b>Total assets</b>	<b>316</b>	<b>60</b>	<b>110</b>	<b>312</b>	<b>776</b>
<b>Liabilities and equity</b>					
Current loans	15	2	2	24	32
Other current liabilities	68	7	32	61	170
Total current liabilities	83	9	34	85	201
Mortgages payable	-	-	-	-	-
Long term debt	13	2	6	8	36
Other liabilities	136	45	46	162	289
<b>Total liabilities</b>	<b>232</b>	<b>57</b>	<b>87</b>	<b>255</b>	<b>526</b>
<b>Total equity</b>	<b>84</b>	<b>3</b>	<b>23</b>	<b>57</b>	<b>250</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Sports and Recreation Clubs and Services (SIC 965)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	291				
Low sales value (\$000's)	(1)	(1)	59	152	358
High sales value (\$000's)	(1)	59	152	358	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	1.2	0.8	0.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	17.1	3.7	4.5	2.1
Interest coverage ratio (times)	1.7	1.4	1.3	0.8	2.2
Debt ratio (times)	0.7	0.9	0.8	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	154				
Low sales value (\$000's)	(1)	(1)	111	182	407
High sales value (\$000's)	(1)	111	182	407	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-1	-1	-1	27
Depreciation	22	8	13	23	43
Other	-7	-5	2	-25	-2
<b>Dividends</b>	-4	-	-1	-2	-13
<b>Investment activities</b>					
Disposal of fixed assets	20	21	1	31	29
Purchase of fixed assets	-35	-23	-9	-31	-76
Increase in investment	-6	-	-	-21	-5
Decrease in investment	3	-	-	-	11
<b>Financing activities</b>					
Increase in long term debt	36	15	9	39	81
Repayment of long term debt	-26	-5	-7	-20	-72
Loans from shareholders	10	5	3	8	23
Repayment of loans from shareholders	-12	-13	-11	-4	-20
Advances & loans from government	4	-	-	14	1
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-	-	-	-3
Other	-1	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	10	3	-	12	25
<b>Cash &amp; equivalents-Beginning of the year</b>	3	4	5	-6	10
<b>Cash &amp; equivalents - End of the year</b>	13	7	5	6	34

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,878	378,808	30,440	692	419
less than 20	4,528	169,851	13,701	674	403
20 - 99	316	149,701	12,043	15	12
100 - 499	34	53,256	4,696	3	3
500 and over	-	-	-	-	1
1987					
Total	5,252	534,404	38,023	806	...
less than 20	4,834	212,911	15,240	776	...
20 - 99	369	201,463	14,327	24	...
100 - 499	42	68,501	4,835	6	...
500 and over	7	51,529	3,621	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	277				
Average sales \$	249,783	36,805	83,677	205,096	673,472
Average expense \$	230,368	33,375	77,212	167,253	644,433
Average net profit (loss) \$	19,195	3,430	6,465	37,843	29,039
Businesses reporting a profit (No.)	203				
Average sales \$	260,249	37,051	86,194	201,705	716,044
Average expense \$	218,549	30,028	71,346	130,749	642,071
Average net profit \$	41,700	7,023	14,848	70,956	73,973
Businesses reporting a loss (No.)	74				
Average sales \$	228,793	35,376	78,487	216,990	584,320
Average expense \$	271,703	52,842	89,306	295,285	649,378
Average net loss \$	-42,910	-17,466	-10,819	-78,295	-65,058
<b>1986</b>					
Number of observations in sample	297				
Average sales \$	295,309	47,426	138,257	254,036	741,517
Average expense \$	284,588	50,341	148,886	235,289	703,837
Average net profit (loss) \$	10,721	-2,915	-10,629	18,747	37,680
Businesses reporting a profit (No.)	216				
Average sales \$	302,814	50,203	127,155	255,767	778,131
Average expense \$	289,052	38,460	110,903	231,999	694,846
Average net profit \$	33,762	11,743	16,252	23,768	83,285
Businesses reporting a loss (No.)	81				
Average sales \$	273,427	46,057	145,446	242,743	659,460
Average expense \$	302,607	56,201	173,483	256,757	723,985
Average net loss \$	-29,180	-10,144	-28,037	-14,014	-64,525
<b>1987</b>					
Number of observations in sample	476				
Average sales \$	222,150	39,227	76,896	184,181	588,295
Average expense \$	217,152	39,656	72,560	182,051	574,340
Average net profit (loss) \$	4,998	-429	4,336	2,130	13,955
Businesses reporting a profit (No.)	321				
Average sales \$	230,346	39,150	74,282	180,543	627,407
Average expense \$	203,726	29,577	62,983	160,470	561,872
Average net profit \$	26,620	9,573	11,299	20,073	65,535
Businesses reporting a loss (No.)	155				
Average sales \$	205,719	39,308	84,512	191,708	507,349
Average expense \$	244,361	50,135	100,465	226,700	600,142
Average net loss \$	-38,642	-10,827	-15,953	-34,992	-92,793

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

Government  
Publication

# TAVERN, BARS AND NIGHT CLUBS

111

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada  
Industrie, Sciences et Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	511				
Low sales value (\$000's)	(1)	(1)	95	174	384
High sales value (\$000's)	(1)	95	174	384	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.0	37.0	41.9	38.8	34.2	94.3	40.3	40.8	43.7	40.8	35.8
Occupancy expenses	14.3	18.0	15.4	12.0	11.6	99.3	14.4	18.0	15.4	12.3	11.7
Depreciation	2.9	3.0	3.1	2.6	3.0	81.6	3.6	4.8	3.8	2.9	3.2
Repairs & maintenance	3.3	4.8	3.2	2.5	2.4	89.4	3.6	5.4	3.7	2.8	2.7
Heat, light & telephone	3.5	4.9	3.6	3.0	2.4	97.2	3.6	4.9	3.8	3.1	2.5
Rent	4.6	5.2	5.5	3.9	3.8	59.4	7.7	10.1	9.1	6.5	5.8
Personnel expenses	20.9	18.7	18.4	21.8	24.8	97.2	21.5	20.9	18.4	21.9	24.9
Financial expenses	4.1	4.6	4.2	3.6	3.9	97.0	4.2	4.8	4.3	3.7	3.9
Interest & bank charges	2.9	2.7	3.1	2.8	2.9	82.9	3.5	3.7	3.9	3.3	3.1
Professional fees	1.2	1.9	1.1	0.8	1.0	88.8	1.3	2.4	1.3	0.9	1.0
Other expenses	20.3	22.0	16.6	19.9	22.9	100.0	20.3	22.0	16.6	19.9	22.9
Profit (loss)	2.4	-0.1	3.4	3.8	2.5	99.0	2.4	-0.1	3.5	3.9	2.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity. Bars (drinking places), beer gardens, beer parlours, brasseries (beer gardens), cabarets (night clubs) and cocktail lounges are included in this industry.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Taverns, Bars and Night Clubs (SIC 9221)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	142	291	543
High sales value (\$000's)	(1)	142	291	543	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	1	1	3	1
Inventory	-	-	-	-	-
Other current assets	38	13	23	39	76
Total current assets	39	13	24	42	77
Fixed assets	124	40	71	124	261
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	33	9	20	38	67
<b>Total assets</b>	<b>197</b>	<b>62</b>	<b>115</b>	<b>204</b>	<b>405</b>
<b>Liabilities and equity</b>					
Current loans	9	1	4	8	21
Other current liabilities	47	22	25	45	97
Total current liabilities	56	23	29	53	118
Mortgages payable	-	-	-	-	-
Long term debt	8	2	1	5	25
Other liabilities	105	46	74	101	198
<b>Total liabilities</b>	<b>169</b>	<b>71</b>	<b>105</b>	<b>159</b>	<b>341</b>
<b>Total equity</b>	<b>28</b>	<b>-9</b>	<b>11</b>	<b>45</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Taverns, Bars and Night Clubs (SIC 9221)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	142	291	543
High sales value (\$000's)	(1)	142	291	543	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.6	0.8	0.8	0.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	6.1	-8.3	9.8	3.5	5.4
Interest coverage ratio (times)	1.8	0.1	1.2	2.0	2.1
Debt ratio (times)	0.9	1.1	0.9	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	164				
Low sales value (\$000's)	(1)	(1)	149	301	559
High sales value (\$000's)	(1)	149	301	559	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	5	-5	14	36
Depreciation	14	7	8	13	28
Other	7	11	8	-5	14
<b>Dividends</b>	-6	-	-1	-7	-17
<b>Investment activities</b>					
Disposal of fixed assets	12	9	3	19	19
Purchase of fixed assets	-20	-10	-10	-24	-35
Increase in investment	-5	-6	-	-12	-4
Decrease in investment	-	1	-	-	1
<b>Financing activities</b>					
Increase in long term debt	13	11	6	21	13
Repayment of long term debt	-17	-5	-9	-19	-34
Loans from shareholders	7	1	9	8	11
Repayment of loans from shareholders	-13	-21	-2	-7	-24
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	1	1	-
Decrease in equity	-	-	-1	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>5</b>	<b>4</b>	<b>7</b>	<b>1</b>	<b>7</b>
Cash & equivalents-Beginning of the year	4	-1	1	-1	17
Cash & equivalents - End of the year	9	2	8	-	24

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,563	255,054	30,550	907	484
less than 20	4,191	156,555	18,716	853	452
20 - 99	364	89,232	10,696	53	32
100 - 499	8	9,267	1,138	1	-
500 and over	-	-	-	-	-
1987					
Total	4,922	300,248	32,754	967	...
less than 20	4,507	177,737	19,291	906	...
20 - 99	409	111,537	12,259	60	...
100 - 499	6	10,974	1,204	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	633				
Average sales \$	255,365	59,635	126,284	215,137	620,403
Average expense \$	237,649	57,541	121,290	185,854	585,909
Average net profit (loss) \$	17,716	2,094	4,994	29,283	34,494
Businesses reporting a profit (No.)	479				
Average sales \$	255,156	61,063	127,826	210,812	620,924
Average expense \$	224,439	49,525	117,339	164,993	565,900
Average net profit \$	30,717	11,538	10,487	45,819	55,024
Businesses reporting a loss (No.)	154				
Average sales \$	256,756	56,475	122,968	228,612	618,369
Average expense \$	274,203	75,284	129,784	250,847	640,898
Average net loss \$	-17,447	-18,809	-6,816	-22,235	-21,929
<b>1986</b>					
Number of observations in sample	960				
Average sales \$	310,868	72,674	153,913	275,260	741,623
Average expense \$	296,453	67,869	146,858	265,527	705,581
Average net profit (loss) \$	14,409	4,805	7,055	9,733	36,042
Businesses reporting a profit (No.)	653				
Average sales \$	317,268	72,102	151,167	272,042	773,762
Average expense \$	292,488	63,212	136,492	253,434	716,814
Average net profit \$	24,780	8,890	14,675	18,608	56,948
Businesses reporting a loss (No.)	307				
Average sales \$	292,807	74,173	160,760	284,686	651,610
Average expense \$	306,959	80,059	172,707	300,952	674,117
Average net loss \$	-14,152	-5,886	-11,947	-16,266	-22,507
<b>1987</b>					
Number of observations in sample	610				
Average sales \$	287,859	63,249	127,321	252,928	707,939
Average expense \$	279,192	65,914	123,764	243,920	683,169
Average net profit (loss) \$	8,667	-2,665	3,557	9,008	24,770
Businesses reporting a profit (No.)	404				
Average sales \$	292,894	65,223	126,272	249,778	730,303
Average expense \$	270,887	58,468	115,621	228,244	681,216
Average net profit \$	22,007	6,755	10,651	21,534	49,087
Businesses reporting a loss (No.)	206				
Average sales \$	273,204	60,481	129,710	259,346	643,280
Average expense \$	295,833	76,355	142,300	275,860	688,818
Average net loss \$	-22,629	-15,874	-12,590	-16,514	-45,538

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CAI  
CAT 20  
-IST 20  
-S 51

# TAXICAB INDUSTRY

74

---

## CANADA

---

1987

---



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	373				
Low sales value (\$000's)	(1)	(1)	28	34	45
High sales value (\$000's)	(1)	28	34	45	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	19.9	17.2	19.3	21.8	21.1	88.8	22.3	20.2	23.3	24.0	21.9
Depreciation	5.2	4.3	5.4	5.8	5.3	73.3	7.1	7.3	8.1	7.6	5.8
Repairs & maintenance	6.3	5.2	5.1	5.8	9.2	48.2	13.1	17.9	12.1	10.7	13.7
Fuel expense	8.3	7.7	8.8	10.2	6.6	51.3	16.2	16.6	17.2	16.8	14.0
Personnel expenses	10.7	5.6	6.2	7.3	23.6	45.3	23.7	26.9	20.2	17.0	27.5
Financial expenses	2.9	3.2	2.5	2.5	3.2	68.5	4.2	6.3	4.4	3.1	3.7
Interest & bank charges	2.5	3.0	2.2	2.2	2.5	50.3	4.9	8.9	5.4	4.4	3.3
Professional fees	0.4	0.2	0.3	0.3	0.6	49.3	0.8	0.6	1.0	0.6	1.0
Other expenses	47.0	55.3	47.2	45.0	40.7	100.0	47.0	55.3	47.2	45.0	40.7
Profit (loss)	19.5	18.7	24.8	23.3	11.4	99.5	19.6	18.7	24.8	23.6	11.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4581 - Taxicab Industry

Businesses primarily engaged in providing passenger transportation by automobiles not operated on regular schedules or between fixed terminals. Taxicab fleet owners and organizations are included regardless of whether drivers are hired, rent their cabs or are otherwise compensated. Also included are those who own and operate their own taxicabs. Taxi dispatching services, road motor vehicle taxi services and taxicab services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	115				
Low sales value (\$000's)	(1)	(1)	53	156	329
High sales value (\$000's)	(1)	53	156	329	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	20	-	3	16	59
Inventory	-	-	-	-	-
Other current assets	32	4	13	35	76
Total current assets	52	4	16	51	135
Fixed assets	57	13	16	20	177
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	56	51	28	15	132
<b>Total assets</b>	<b>165</b>	<b>68</b>	<b>61</b>	<b>86</b>	<b>443</b>
<b>Liabilities and equity</b>					
Current loans	11	3	3	8	31
Other current liabilities	46	22	10	25	126
Total current liabilities	57	24	14	33	157
Mortgages payable	-	-	-	-	-
Long term debt	3	2	1	1	8
Other liabilities	55	27	19	27	148
<b>Total liabilities</b>	<b>116</b>	<b>53</b>	<b>34</b>	<b>61</b>	<b>313</b>
<b>Total equity</b>	<b>50</b>	<b>15</b>	<b>27</b>	<b>24</b>	<b>130</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Taxicab Industry (SIC 4581)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	115				
Low sales value (\$000's)	(1)	(1)	53	156	329
High sales value (\$000's)	(1)	53	156	329	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.2	1.2	1.5	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	3.6	1.3	2.5	2.4
Interest coverage ratio (times)	3.0	4.4	5.7	1.6	2.9
Debt ratio (times)	0.7	0.8	0.6	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	18	--	--	--	--
Depreciation	25	--	--	--	--
Other	-12	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	9	--	--	--	--
Purchase of fixed assets	-46	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	26	--	--	--	--
Repayment of long term debt	-18	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	2	--	--	--	--
Cash & equivalents-Beginning of the year	6	--	--	--	--
Cash & equivalents - End of the year	8	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,144	99,126	8,852	525	239
less than 20	2,046	54,127	4,791	521	234
20 - 99	91	34,955	3,108	4	5
100 - 499	7	10,044	953	-	-
500 and over	-	-	-	-	-
1987					
Total	2,256	121,341	10,433	507	...
less than 20	2,149	62,987	5,447	498	...
20 - 99	98	44,622	3,807	7	...
100 - 499	9	13,732	1,179	2	...
500 and over	-	-	-	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	549				
Average sales \$	74,120	26,121	29,644	37,671	203,042
Average expense \$	65,490	17,982	21,808	31,571	190,500
Average net profit (loss) \$	8,630	8,139	7,836	6,000	12,542
Businesses reporting a profit (No.)	500				
Average sales \$	70,902	26,122	29,645	37,341	190,498
Average expense \$	60,073	17,878	20,784	28,107	173,524
Average net profit \$	10,829	8,244	8,861	9,234	15,974
Businesses reporting a loss (No.)	49				
Average sales \$	90,648	26,000	29,628	38,833	268,129
Average expense \$	97,211	31,387	34,654	44,211	278,590
Average net loss \$	-6,563	-5,387	-5,026	-5,378	-10,461
<b>1986</b>					
Number of observations in sample	385				
Average sales \$	82,533	25,980	29,070	39,266	235,816
Average expense \$	74,287	19,476	21,917	28,962	226,793
Average net profit (loss) \$	8,246	6,504	7,153	10,304	9,023
Businesses reporting a profit (No.)	342				
Average sales \$	76,715	25,949	29,094	38,936	212,882
Average expense \$	65,894	18,228	21,549	27,536	196,261
Average net profit \$	10,821	7,721	7,545	11,400	16,621
Businesses reporting a loss (No.)	43				
Average sales \$	102,295	26,197	28,400	42,644	311,937
Average expense \$	107,994	28,178	32,123	43,543	328,133
Average net loss \$	-5,699	-1,981	-3,723	-899	-16,196
<b>1987</b>					
Number of observations in sample	412				
Average sales \$	65,960	26,451	30,603	38,062	168,724
Average expense \$	57,488	21,668	22,895	29,319	156,068
Average net profit (loss) \$	8,472	4,783	7,708	8,743	12,656
Businesses reporting a profit (No.)	341				
Average sales \$	62,963	26,398	30,677	38,065	156,713
Average expense \$	52,628	19,631	22,324	29,190	139,367
Average net profit \$	10,335	6,767	8,353	8,875	17,346
Businesses reporting a loss (No.)	71				
Average sales \$	81,504	26,861	29,605	37,868	231,681
Average expense \$	87,675	37,495	30,549	39,052	243,602
Average net loss \$	-6,171	-10,634	-944	-1,184	-11,921

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



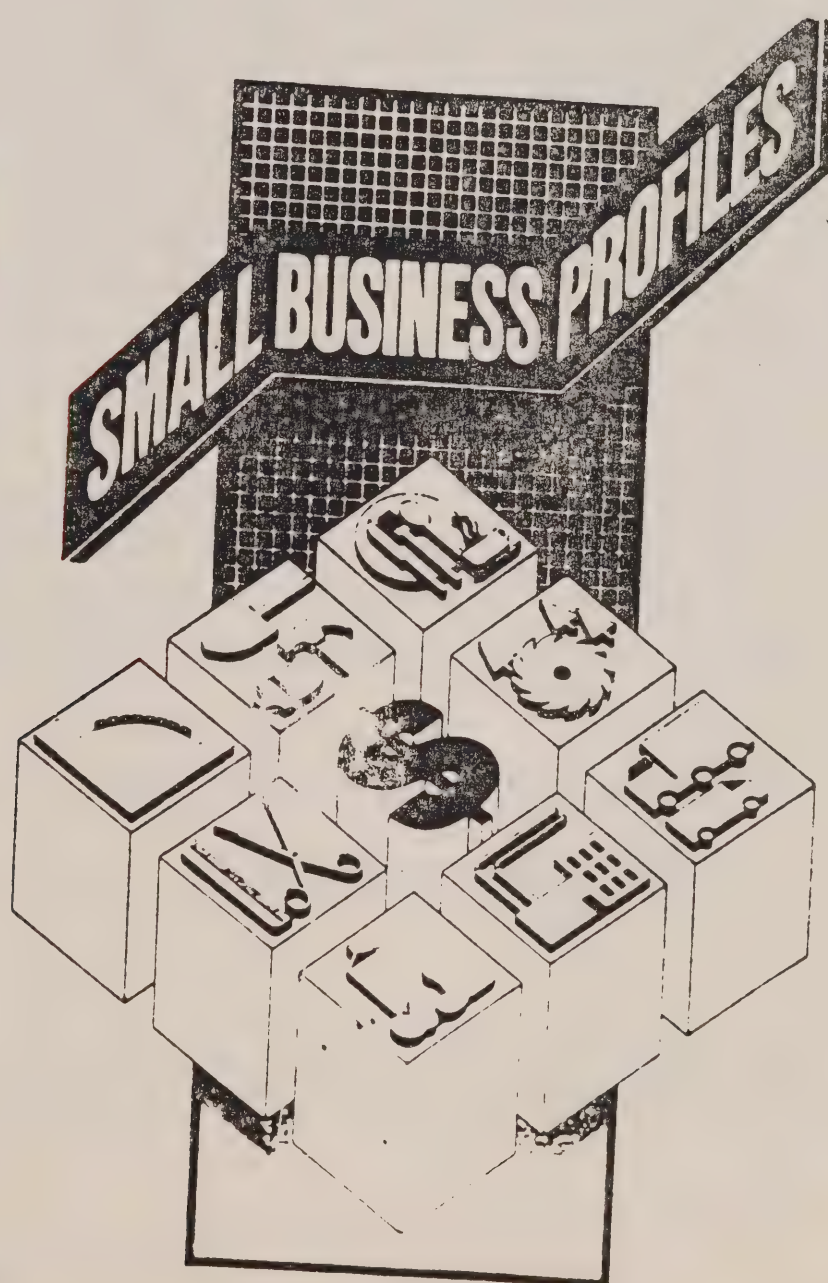


CA1  
IST 20  
-S 51

TELEVISION, RADIO AND STEREO  
STORES

# CANADA

1987



### SMALL BUSINESS OFFICE



Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Television, Radio &amp; Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	613				
Low sales value (\$000's)	(1)	(1)	73	167	419
High sales value (\$000's)	(1)	73	167	419	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	57.6	50.4	60.4	60.1	59.3	93.9	61.4	56.1	64.0	62.7	62.3
Occupancy expenses	8.8	11.9	9.8	7.9	5.6	98.3	8.9	12.5	10.0	7.9	5.6
Depreciation	3.2	4.0	4.1	2.7	2.0	83.5	3.8	6.5	4.8	3.0	2.0
Repairs & maintenance	0.7	1.1	0.6	0.5	0.5	86.6	1.0	2.0	0.9	0.7	0.7
Heat, light & telephone	1.8	2.4	2.2	1.5	1.0	89.2	2.0	3.2	2.4	1.6	1.0
Rent	3.2	4.4	2.9	3.2	2.1	63.4	5.0	9.5	6.1	4.1	2.6
Personnel expenses	11.2	9.2	11.3	11.4	12.9	79.6	14.1	18.3	14.7	12.3	13.2
Financial expenses	2.4	3.2	2.3	2.3	1.7	95.7	2.5	3.3	2.5	2.4	1.7
Interest & bank charges	1.4	1.7	1.3	1.5	1.2	77.2	1.8	2.5	1.8	1.8	1.3
Professional fees	0.9	1.5	1.0	0.8	0.5	85.6	1.1	1.8	1.3	0.9	0.6
Other expenses	17.7	25.0	13.4	14.5	18.1	100.0	17.7	25.0	13.4	14.5	18.1
Profit (loss)	2.3	0.2	2.8	3.7	2.4	97.6	2.4	0.2	2.9	3.8	2.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6222 - Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in television and radio receiving sets and sound equipment. Such stores may be secondarily engaged in selling records, tapes, musical instruments and parts for television and radio sets and stereo equipment as well as some repairing of such equipment. Included are businesses engaged in retail home computers; retail loud speakers; retail household radio receiving sets; retail sound equipment, components and parts; retail household stereo record players; retail household tape players and recorders; retail telephones; television and radio stores; television, radio and stereo stores; retail television sets; retail tuners and amplifiers and retail video recorders.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Television, Radio & Stereo Stores (SIC 6222)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	445				
Low sales value (\$000's)	(1)	(1)	135	311	699
High sales value (\$000's)	(1)	135	311	699	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	22	2	10	20	54
Inventory	-	-	-	-	-
Other current assets	114	30	58	122	245
Total current assets	136	32	69	142	300
Fixed assets	44	10	56	35	74
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	10	4	11	17
<b>Total assets</b>	<b>190</b>	<b>52</b>	<b>129</b>	<b>188</b>	<b>391</b>
<b>Liabilities and equity</b>					
Current loans	20	4	10	19	46
Other current liabilities	73	24	32	65	169
Total current liabilities	92	28	42	84	215
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	7
Other liabilities	44	17	49	50	59
<b>Total liabilities</b>	<b>140</b>	<b>46</b>	<b>93</b>	<b>139</b>	<b>280</b>
<b>Total equity</b>	<b>50</b>	<b>6</b>	<b>36</b>	<b>49</b>	<b>111</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Television, Radio & Stereo Stores (SIC 6222)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	445				
Low sales value (\$000's)	(1)	(1)	135	311	699
High sales value (\$000's)	(1)	135	311	699	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.6	1.7	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	8.0	2.6	2.8	2.5
Interest coverage ratio (times)	2.4	...	1.6	2.1	3.3
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Television, Radio &amp; Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	275				
Low sales value (\$000's)	(1)	(1)	167	370	728
High sales value (\$000's)	(1)	167	370	728	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	6	-	12	25
Depreciation	10	3	7	9	22
Other	6	5	29	-3	-7
<b>Dividends</b>	-4	-2	-4	-4	-6
<b>Investment activities</b>					
Disposal of fixed assets	5	15	3	1	2
Purchase of fixed assets	-19	-16	-11	-12	-36
Increase in investment	-4	-7	-5	-	-3
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	8	1	15	7	10
Repayment of long term debt	-7	-4	-13	-4	-9
Loans from shareholders	11	15	11	6	13
Repayment of loans from shareholders	-19	-16	-37	-9	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	1	-	3	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-2	4	-
<b>Cash &amp; equivalents-Beginning of the year</b>	2	12	1	7	-10
<b>Cash &amp; equivalents - End of the year</b>	3	13	-	11	-10

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Television, Radio &amp; Stereo Stores (SIC 6222)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,442	255,906	17,549	826	483
less than 20	3,316	136,343	8,864	809	466
20 - 99	96	42,631	2,752	14	13
100 - 499	18	27,239	1,757	3	4
500 and over	12	49,693	4,176	-	-
1987					
Total	3,569	396,678	24,084	545	...
less than 20	3,362	177,663	10,460	511	...
20 - 99	163	72,327	4,222	26	...
100 - 499	26	51,028	2,959	7	...
500 and over	18	95,660	6,443	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	595				
Average sales \$	294,169	45,532	99,083	254,370	777,689
Average expense \$	285,077	42,120	94,329	254,496	749,364
Average net profit (loss) \$	9,092	3,412	4,754	-126	28,325
Businesses reporting a profit (No.)	478				
Average sales \$	302,707	45,642	100,400	262,124	802,662
Average expense \$	282,759	37,326	88,948	245,522	759,241
Average net profit \$	19,948	8,316	11,452	16,602	43,421
Businesses reporting a loss (No.)	117				
Average sales \$	268,009	45,335	95,794	244,431	686,474
Average expense \$	284,450	50,750	107,764	265,997	713,287
Average net loss \$	-16,441	-5,415	-11,970	-21,566	-26,813
<b>1986</b>					
Number of observations in sample	505				
Average sales \$	356,016	42,809	110,454	301,129	969,672
Average expense \$	350,678	44,814	110,542	296,391	950,964
Average net profit (loss) \$	5,338	-2,005	-88	4,738	18,708
Businesses reporting a profit (No.)	393				
Average sales \$	350,283	44,478	116,302	291,813	948,538
Average expense \$	331,417	37,505	103,786	274,829	909,547
Average net profit \$	18,866	6,973	12,516	16,984	38,991
Businesses reporting a loss (No.)	112				
Average sales \$	382,792	41,242	103,838	320,473	1,065,615
Average expense \$	412,503	51,677	118,183	341,168	1,138,984
Average net loss \$	-29,711	-10,435	-14,345	-20,695	-73,369
<b>1987</b>					
Number of observations in sample	729				
Average sales \$	326,337	44,250	111,427	276,731	872,938
Average expense \$	317,318	44,363	107,692	266,881	850,336
Average net profit (loss) \$	9,019	-113	3,735	9,850	22,602
Businesses reporting a profit (No.)	501				
Average sales \$	330,148	46,475	113,965	275,107	885,044
Average expense \$	310,629	41,058	102,895	252,472	846,091
Average net profit \$	19,519	5,417	11,070	22,635	38,953
Businesses reporting a loss (No.)	228				
Average sales \$	316,485	42,317	106,557	280,707	836,357
Average expense \$	332,364	47,236	116,899	302,160	863,160
Average net loss \$	-15,879	-4,919	-10,342	-21,453	-26,803

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# TICKET AND TRAVEL AGENCIES

///

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	705					
Low sales value (\$000's)	(1)	(1)	70	116	240	
High sales value (\$000's)	(1)	70	116	240	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.2	-	-	1.7	6.8	2.9	75.1	-	-	92.9	71.7
Occupancy expenses	16.8	20.7	21.9	16.1	8.4	99.3	16.9	20.8	21.9	16.2	8.5
Depreciation	2.2	3.1	2.0	2.5	1.2	87.1	2.5	3.9	2.4	2.5	1.3
Repairs & maintenance	0.7	0.7	1.3	0.4	0.3	47.9	1.4	1.8	1.9	1.1	0.6
Heat, light & telephone	4.7	5.1	6.8	4.2	2.5	91.0	5.1	6.3	7.0	4.4	2.8
Rent	9.2	11.8	11.8	9.0	4.4	84.3	11.0	14.7	14.3	10.1	5.2
Personnel expenses	41.1	40.4	48.6	46.6	28.8	95.9	42.9	44.6	50.1	47.2	29.7
Financial expenses	4.9	6.6	6.0	5.0	2.1	96.7	5.1	6.7	6.4	5.1	2.2
Interest & bank charges	2.2	3.0	2.7	2.4	0.8	74.0	3.0	4.1	4.0	3.0	1.1
Professional fees	2.7	3.6	3.3	2.6	1.3	95.0	2.8	3.7	3.5	2.7	1.4
Other expenses	36.3	31.6	36.0	25.5	51.6	100.0	36.3	31.6	36.0	25.5	51.6
Profit (loss)	-1.2	0.7	-12.4	5.1	2.3	97.9	-1.3	0.7	-13.0	5.3	2.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments. Included are businesses engaged in booking accommodation for travellers, booking transportation for travellers, travel arranging, travel booking and planning services, travel information services and vacation travel services.



**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Ticket and Travel Agencies (SIC 9961)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	578				
Low sales value (\$000's)	(1)	(1)	72	119	255
High sales value (\$000's)	(1)	72	119	255	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	10	21	40	54
Inventory	-	-	-	-	-
Other current assets	59	39	35	53	109
Total current assets	93	49	56	92	173
Fixed assets	16	5	8	19	32
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	28	12	12	23	65
<b>Total assets</b>	<b>138</b>	<b>67</b>	<b>76</b>	<b>135</b>	<b>270</b>
<b>Liabilities and equity</b>					
Current loans	11	5	9	11	18
Other current liabilities	55	17	30	56	115
Total current liabilities	66	23	39	67	133
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	1	3
Other liabilities	41	30	39	42	55
<b>Total liabilities</b>	<b>108</b>	<b>53</b>	<b>78</b>	<b>110</b>	<b>190</b>
<b>Total equity</b>	<b>29</b>	<b>14</b>	<b>-2</b>	<b>24</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Ticket and Travel Agencies (SIC 9961)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	578				
Low sales value (\$000's)	(1)	(1)	72	119	255
High sales value (\$000's)	(1)	72	119	255	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	2.2	1.5	1.4	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.7	3.8	-43.8	4.5	2.4
Interest coverage ratio (times)	1.4	-	-	3.0	3.8
Debt ratio (times)	0.8	0.8	1.0	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59				
Low sales value (\$000's)	(1)	(1)	58	110	384
High sales value (\$000's)	(1)	58	110	384	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	1	2	13	14
Depreciation	5	3	1	9	6
Other	-8	3	-18	-6	-7
<b>Dividends</b>	-1	-	-1	-	-1
<b>Investment activities</b>					
Disposal of fixed assets	1	3	-	1	2
Purchase of fixed assets	-6	-10	-	-3	-15
Increase in investment	-18	-	-2	-	-70
Decrease in investment	4	-	2	-	13
<b>Financing activities</b>					
Increase in long term debt	9	-	5	-	30
Repayment of long term debt	-2	-1	-2	-1	-3
Loans from shareholders	14	-	4	3	49
Repayment of loans from shareholders	-9	-17	-	-7	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	2	3
Decrease in equity	-	-	-	-	-
Other	2	-	-	-	8
<b>Increase(decrease) in cash &amp; equivalents</b>	1	-19	-7	10	10
<b>Cash &amp; equivalents—Beginning of the year</b>	28	30	25	18	41
<b>Cash &amp; equivalents—End of the year</b>	28	12	18	28	51

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,904	235,694	14,666	421	344
less than 20	2,744	144,264	8,945	406	330
20 - 99	120	49,517	3,066	12	8
100 - 499	34	33,340	2,128	3	1
500 and over	6	8,573	527	-	5
1987					
Total	3,377	307,839	15,557	512	...
less than 20	3,227	198,004	9,969	495	...
20 - 99	116	67,412	3,374	12	...
100 - 499	27	26,577	1,411	5	...
500 and over	7	15,846	803	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ticket and Travel Agencies (SIC 9961)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	317				
Average sales \$	324,536	50,166	106,409	219,177	922,382
Average expense \$	320,918	58,062	105,643	205,546	914,420
Average net profit (loss) \$	3,618	-7,896	766	13,631	7,972
Businesses reporting a profit (No.)	233				
Average sales \$	340,775	47,339	117,058	224,983	973,720
Average expense \$	321,432	36,337	102,836	202,416	944,138
Average net profit \$	19,343	11,002	14,222	22,567	29,582
Businesses reporting a loss (No.)	84				
Average sales \$	290,075	52,741	91,481	204,091	811,985
Average expense \$	312,899	77,841	109,578	213,580	850,495
Average net loss \$	-22,824	-25,100	-18,097	-9,589	-38,510
<b>1986</b>					
Number of observations in sample	351				
Average sales \$	308,255	54,364	117,575	285,042	776,038
Average expense \$	308,533	58,933	117,617	283,043	774,539
Average net profit (loss) \$	-278	-4,569	-42	1,999	1,499
Businesses reporting a profit (No.)	224				
Average sales \$	303,339	54,206	128,192	279,831	751,125
Average expense \$	281,656	39,874	104,467	258,209	724,072
Average net profit \$	21,683	14,332	23,725	21,622	27,053
Businesses reporting a loss (No.)	127				
Average sales \$	320,180	54,456	110,287	295,768	820,208
Average expense \$	348,712	70,030	126,643	334,162	864,012
Average net loss \$	-28,532	-15,574	-16,356	-38,394	-43,804
<b>1987</b>					
Number of observations in sample	794				
Average sales \$	221,870	47,527	88,927	157,136	593,891
Average expense \$	219,151	46,604	100,944	147,014	582,040
Average net profit (loss) \$	2,719	923	-12,017	10,122	11,851
Businesses reporting a profit (No.)	500				
Average sales \$	224,835	50,281	88,602	160,065	600,393
Average expense \$	206,507	41,940	78,962	137,655	567,471
Average net profit \$	18,328	8,341	9,640	22,410	32,922
Businesses reporting a loss (No.)	294				
Average sales \$	215,680	43,285	89,130	150,027	580,278
Average expense \$	237,700	53,787	114,741	169,730	612,543
Average net loss \$	-22,020	-10,502	-25,611	-19,703	-32,265

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# TIRE, BATTERY PARTS AND ACCESSORIES STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	552				
Low sales value (\$000's)	(1)	(1)	103	261	556
High sales value (\$000's)	(1)	103	261	556	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	54.9	53.8	55.3	55.2	55.3	95.3	57.6	56.9	59.1	56.1	58.4
Occupancy expenses	7.5	10.7	8.0	6.3	5.0	99.8	7.5	10.7	8.0	6.3	5.1
Depreciation	1.9	2.9	1.9	1.5	1.3	88.2	2.2	3.9	2.2	1.6	1.4
Repairs & maintenance	1.2	2.3	1.2	0.9	0.6	71.7	1.7	3.9	1.6	1.1	0.8
Heat, light & telephone	2.0	2.9	2.2	1.6	1.2	94.4	2.1	3.1	2.3	1.7	1.3
Rent	2.4	2.6	2.6	2.4	1.9	61.9	3.8	7.4	3.8	3.3	2.7
Personnel expenses	13.1	4.6	12.4	18.5	17.0	82.9	15.9	9.1	15.0	18.6	17.3
Financial expenses	2.6	3.5	2.7	2.3	1.9	96.0	2.7	3.9	2.8	2.3	1.9
Interest & bank charges	1.9	2.3	2.1	1.6	1.4	86.1	2.2	3.1	2.5	1.7	1.5
Professional fees	0.7	1.1	0.7	0.7	0.5	89.5	0.8	1.5	0.7	0.7	0.5
Other expenses	17.0	17.5	18.5	14.7	17.4	100.0	17.0	17.5	18.5	14.7	17.4
Profit (loss)	4.8	9.9	3.0	3.0	3.4	99.3	4.8	9.9	3.0	3.0	3.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes, batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (including C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	447				
Low sales value (\$000's)	(1)	(1)	243	447	738
High sales value (\$000's)	(1)	243	447	738	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	47	11	27	42	106
Inventory	-	-	-	-	-
Other current assets	127	44	89	125	248
Total current assets	174	55	116	167	354
Fixed assets	62	19	33	76	117
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	5	15	24
<b>Total assets</b>	<b>247</b>	<b>77</b>	<b>154</b>	<b>258</b>	<b>495</b>
<b>Liabilities and equity</b>					
Current loans	29	8	23	27	58
Other current liabilities	80	26	44	82	165
Total current liabilities	109	35	67	109	223
Mortgages payable	-	-	-	-	-
Long term debt	4	-	4	5	6
Other liabilities	60	33	34	73	98
<b>Total liabilities</b>	<b>172</b>	<b>68</b>	<b>105</b>	<b>186</b>	<b>327</b>
<b>Total equity</b>	<b>75</b>	<b>9</b>	<b>49</b>	<b>72</b>	<b>168</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	447				
Low sales value (\$000's)	(1)	(1)	243	447	738
High sales value (\$000's)	(1)	243	447	738	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.6	1.7	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	7.5	2.2	2.6	1.9
Interest coverage ratio (times)	2.9	0.8	3.0	2.4	3.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	306				
Low sales value (\$000's)	(1)	(1)			756
High sales value (\$000's)	(1)	258	258	476	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	3	8	12	35
Depreciation	9	5	6	10	15
Other	-11	-3	-13	-9	-19
<b>Dividends</b>	-4	-1	-1	-2	-12
<b>Investment activities</b>					
Disposal of fixed assets	5	10	2	3	7
Purchase of fixed assets	-20	-4	-10	-27	-38
Increase in investment	-1	-	-	-	-2
Decrease in investment	1	1	-	1	2
<b>Financing activities</b>					
Increase in long term debt	11	2	7	9	27
Repayment of long term debt	-10	-8	-7	-9	-16
Loans from shareholders	7	6	8	6	8
Repayment of loans from shareholders	-8	-11	-3	-8	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	1
Decrease in equity	-2	-	-	-	-6
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-7	-1	-6	-13	-9
<b>Cash &amp; equivalents-Beginning of the year</b>	-2	8	-3	-	-11
<b>Cash &amp; equivalents - End of the year</b>	-9	7	-9	-13	-20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,177	173,173	11,871	384	234
less than 20	2,088	125,965	8,594	381	228
20 - 99	81	37,090	2,588	3	2
100 - 499	8	10,118	689	-	4
500 and over	-	-	-	-	-
1987					
Total	2,522	232,587	15,308	403	...
less than 20	2,374	157,534	10,307	387	...
20 - 99	140	62,678	4,163	16	...
100 - 499	8	12,375	838	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	525				
Average sales \$	395,389	70,037	188,275	373,692	949,553
Average expense \$	378,782	61,062	184,951	364,878	904,236
Average net profit (loss) \$	16,607	8,975	3,324	8,814	45,317
Businesses reporting a profit (No.)	438				
Average sales \$	392,532	72,035	189,304	372,152	936,636
Average expense \$	366,880	57,371	176,793	352,095	881,261
Average net profit \$	25,652	14,664	12,511	20,057	55,375
Businesses reporting a loss (No.)	87				
Average sales \$	417,857	64,192	186,388	378,003	1,042,845
Average expense \$	435,660	71,856	199,914	400,687	1,070,181
Average net loss \$	-17,803	-7,664	-13,526	-22,684	-27,336
<b>1986</b>					
Number of observations in sample	695				
Average sales \$	392,739	75,060	177,574	401,986	916,337
Average expense \$	382,067	71,745	171,176	397,098	888,248
Average net profit (loss) \$	10,672	3,315	6,398	4,888	28,089
Businesses reporting a profit (No.)	507				
Average sales \$	397,830	76,556	175,095	412,549	927,118
Average expense \$	376,690	66,751	164,831	388,565	886,611
Average net profit \$	21,140	9,805	10,264	23,984	40,507
Businesses reporting a loss (No.)	188				
Average sales \$	377,765	71,793	188,289	388,062	862,917
Average expense \$	396,488	82,646	198,598	408,347	896,359
Average net loss \$	-18,723	-10,853	-10,309	-20,285	-33,442
<b>1987</b>					
Number of observations in sample	682				
Average sales \$	388,012	51,318	170,282	403,004	927,443
Average expense \$	374,748	48,119	164,212	390,950	895,709
Average net profit (loss) \$	13,264	3,199	6,070	12,054	31,734
Businesses reporting a profit (No.)	508				
Average sales \$	390,970	47,597	171,113	392,784	952,387
Average expense \$	367,870	40,404	155,230	372,442	903,402
Average net profit \$	23,100	7,193	15,883	20,342	48,985
Businesses reporting a loss (No.)	174				
Average sales \$	376,940	58,933	168,216	429,944	850,668
Average expense \$	390,562	63,912	186,566	438,737	872,033
Average net loss \$	-13,622	-4,979	-18,350	-9,793	-21,365

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

Government  
Publications

# TOY, HOBBY NOVELTY & SOUVENIR STORES

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	525				
Low sales value (\$000's)	(1)	(1)	46	88	178
High sales value (\$000's)	(1)	46	88	178	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.9	48.5	53.5	55.4	54.0	94.2	56.1	55.4	56.6	56.2	56.2
Occupancy expenses	14.3	21.4	15.5	10.8	9.7	99.9	14.3	21.4	15.5	10.8	9.7
Depreciation	2.6	5.5	1.8	1.6	1.4	77.8	3.3	7.2	2.9	1.9	1.5
Repairs & maintenance	0.6	0.8	0.9	0.4	0.4	60.4	1.1	2.1	1.5	0.6	0.5
Heat, light & telephone	2.3	3.6	2.4	1.9	1.2	90.3	2.5	4.3	2.8	2.0	1.3
Rent	8.8	11.4	10.3	6.8	6.7	78.9	11.2	12.7	13.9	9.6	8.4
Personnel expenses	10.9	8.8	10.2	10.8	13.8	80.9	13.5	14.0	14.5	11.8	14.0
Financial expenses	3.2	3.2	3.2	3.9	2.7	93.6	3.5	3.4	3.6	4.1	2.8
Interest & bank charges	2.5	2.3	2.5	3.1	2.1	79.3	3.1	3.1	3.6	3.5	2.4
Professional fees	0.8	0.9	0.7	0.8	0.6	76.0	1.0	1.6	1.1	0.9	0.6
Other expenses	17.4	25.0	14.9	14.0	15.6	100.0	17.4	25.0	14.9	14.0	15.6
Profit (loss)	1.3	-6.9	2.7	5.0	4.2	99.0	1.3	-6.9	2.8	5.1	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 6580 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	299				
Low sales value (\$000's)	(1)	(1)	97	178	367
High sales value (\$000's)	(1)	97	178	367	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	6	1	3	5	15
Inventory	-	-	-	-	-
Other current assets	97	21	48	106	210
Total current assets	102	22	50	110	225
Fixed assets	36	10	28	34	73
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	3	3	8	22
<b>Total assets</b>	<b>148</b>	<b>34</b>	<b>81</b>	<b>152</b>	<b>320</b>
<b>Liabilities and equity</b>					
Current loans	14	4	7	11	34
Other current liabilities	47	13	26	46	104
Total current liabilities	61	17	33	57	137
Mortgages payable	-	-	-	-	-
Long term debt	7	3	3	12	8
Other liabilities	52	22	43	67	73
<b>Total liabilities</b>	<b>120</b>	<b>41</b>	<b>78</b>	<b>136</b>	<b>219</b>
<b>Total equity</b>	<b>28</b>	<b>-7</b>	<b>3</b>	<b>16</b>	<b>100</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	299				
Low sales value (\$000's)	(1)	(1)	97	178	367
High sales value (\$000's)	(1)	97	178	367	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.5	1.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.2	-6.1	26.2	8.4	2.2
Interest coverage ratio (times)	2.0	...	0.9	1.9	3.1
Debt ratio (times)	0.8	1.2	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	155				
Low sales value (\$000's)	(1)	(1)	120	193	374
High sales value (\$000's)	(1)	120	193	374	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	1	-2	13	18
Depreciation	6	3	4	4	10
Other	-4	-1	-8	-5	-
<b>Dividends</b>	-3	-	-	-5	-9
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	-	1
Purchase of fixed assets	-9	-1	-6	-4	-27
Increase in investment	-	-	-	-	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	4	17
Repayment of long term debt	-7	-2	-7	-2	-16
Loans from shareholders	11	4	11	15	14
Repayment of loans from shareholders	-4	-1	-3	-3	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>2</b>	<b>-10</b>	<b>17</b>	<b>-2</b>
Cash & equivalents-Beginning of the year	-1	1	-3	12	-15
Cash & equivalents - End of the year	1	3	-13	29	-17

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,370	155,671	13,535	914	572
less than 20	4,224	97,759	8,480	899	569
20 - 99	92	24,160	2,126	12	3
100 - 499	54	33,752	2,929	3	-
500 and over	-	-	-	-	-
1987					
Total	4,930	214,330	15,922	1,101	...
less than 20	4,786	126,866	9,408	1,086	...
20 - 99	81	30,592	2,263	8	...
100 - 499	55	40,501	3,018	6	...
500 and over	8	16,371	1,233	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	689				
Average sales \$	161,213	35,764	67,167	134,684	407,238
Average expense \$	156,222	34,422	64,936	132,605	392,925
Average net profit (loss) \$	4,991	1,342	2,231	2,079	14,313
Businesses reporting a profit (No.)	526				
Average sales \$	160,650	37,097	66,641	130,808	408,055
Average expense \$	147,729	31,162	56,164	121,516	382,074
Average net profit \$	12,921	5,935	10,477	9,292	25,981
Businesses reporting a loss (No.)	163				
Average sales \$	163,458	33,280	67,942	148,910	403,699
Average expense \$	182,884	40,492	77,850	173,307	439,887
Average net loss \$	-19,426	-7,212	-9,908	-24,397	-36,188
<b>1986</b>					
Number of observations in sample	883				
Average sales \$	166,231	38,341	70,702	138,158	417,723
Average expense \$	159,694	38,220	68,478	131,330	400,747
Average net profit (loss) \$	6,537	121	2,224	6,828	16,976
Businesses reporting a profit (No.)	620				
Average sales \$	168,386	37,766	70,064	141,234	424,478
Average expense \$	154,553	32,628	60,316	128,388	396,880
Average net profit \$	13,833	5,138	9,748	12,846	27,598
Businesses reporting a loss (No.)	263				
Average sales \$	156,878	39,105	71,863	130,098	386,446
Average expense \$	171,669	45,657	83,326	139,040	418,651
Average net loss \$	-14,791	-6,552	-11,463	-8,942	-32,205
<b>1987</b>					
Number of observations in sample	597				
Average sales \$	161,001	35,299	64,937	124,355	419,414
Average expense \$	156,260	37,203	63,835	119,196	404,807
Average net profit (loss) \$	4,741	-1,904	1,102	5,159	14,607
Businesses reporting a profit (No.)	402				
Average sales \$	164,339	36,233	65,501	121,881	433,742
Average expense \$	150,274	29,391	56,567	109,868	405,270
Average net profit \$	14,065	6,842	8,934	12,013	28,472
Businesses reporting a loss (No.)	195				
Average sales \$	150,493	34,708	64,282	130,809	372,173
Average expense \$	165,308	42,145	72,270	143,534	403,282
Average net loss \$	-14,815	-7,437	-7,988	-12,725	-31,109

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1

IST 20

-S 51

# TRUCK TRANSPORT INDUSTRIES

///

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5,070				
Low sales value (\$000's)	(1)	(1)	48	81	138
High sales value (\$000's)	(1)	48	81	138	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	31.8	26.8	32.9	37.7	30.0	95.1	33.5	29.5	34.8	38.8	30.6
Depreciation	10.1	8.8	10.2	12.0	9.5	88.1	11.5	10.9	12.2	12.9	10.0
Repairs & maintenance	9.6	8.7	10.7	10.4	8.5	67.9	14.1	15.9	16.1	13.9	11.3
Fuel expense	12.1	9.3	11.9	15.3	12.0	63.6	19.1	17.6	19.3	21.6	17.3
Personnel expenses	13.3	7.1	9.7	13.3	23.0	74.4	17.9	13.3	14.4	16.1	24.5
Financial expenses	4.0	3.4	4.3	4.5	3.7	92.1	4.3	4.0	4.7	4.7	3.8
Interest & bank charges	3.2	2.6	3.5	3.8	3.0	77.8	4.2	4.2	4.6	4.5	3.3
Professional fees	0.7	0.7	0.7	0.7	0.7	75.6	1.0	1.2	1.1	0.9	0.8
Other expenses	34.0	34.8	34.7	30.8	35.8	99.8	34.1	35.0	34.8	30.8	35.8
Profit (loss)	16.9	27.9	18.5	13.8	7.4	98.3	17.2	28.3	18.7	14.1	7.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e., bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e., the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4560 - Truck Transport Industry

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Truck Transport Industries (SIC 456)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	25	3	8	17	74
Inventory	-	-	-	-	-
Other current assets	32	10	15	28	74
Total current assets	57	13	23	44	148
Fixed assets	101	32	67	93	221
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	8	10	38
<b>Total assets</b>	<b>172</b>	<b>48</b>	<b>98</b>	<b>137</b>	<b>406</b>
<b>Liabilities and equity</b>					
Current loans	13	4	6	10	31
Other current liabilities	48	14	29	34	116
Total current liabilities	61	18	35	44	148
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	9	17
Other liabilities	52	21	40	43	102
<b>Total liabilities</b>	<b>122</b>	<b>43</b>	<b>80</b>	<b>97</b>	<b>267</b>
<b>Total equity</b>	<b>51</b>	<b>5</b>	<b>18</b>	<b>40</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Truck Transport Industries (SIC 456)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.7	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	8.6	4.5	2.4	1.9
Interest coverage ratio (times)	2.7	0.5	1.8	2.6	3.3
Debt ratio (times)	0.7	0.9	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.) -	1,450				
Low sales value (\$000's)	(1)	(1)	93	155	316
High sales value (\$000's)	(1)	93	155	316	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-	8	14	38
Depreciation	27	11	17	23	56
Other	-6	-3	-3	-7	-11
<b>Dividends</b>	<b>-5</b>	<b>-2</b>	<b>-2</b>	<b>-4</b>	<b>-11</b>
<b>Investment activities</b>					
Disposal of fixed assets	18	7	21	16	29
Purchase of fixed assets	-47	-15	-31	-35	-107
Increase in investment	-2	-1	-2	-1	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	24	7	17	18	53
Repayment of long term debt	-21	-6	-16	-19	-43
Loans from shareholders	7	6	4	3	13
Repayment of loans from shareholders	-8	-4	-10	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-1	-	-1	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>1</b>	<b>3</b>	<b>4</b>	<b>4</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>8</b>	<b>-2</b>	<b>9</b>	<b>11</b>	<b>15</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>11</b>	<b>-1</b>	<b>12</b>	<b>15</b>	<b>20</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
1987					
Total	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	6,862				
Average sales \$	153,338	37,148	65,824	107,415	402,963
Average expense \$	137,240	28,547	53,869	90,817	375,726
Average net profit (loss) \$	16,098	8,601	11,955	16,598	27,237
Businesses reporting a profit (No.)	6,173				
Average sales \$	151,757	37,200	65,806	107,285	396,736
Average expense \$	130,389	26,158	50,856	87,060	357,482
Average net profit \$	21,368	11,042	14,950	20,225	39,254
Businesses reporting a loss (No.)	689				
Average sales \$	160,436	36,814	65,940	108,337	430,652
Average expense \$	172,771	44,061	72,680	117,492	456,851
Average net loss \$	-12,335	-7,247	-6,740	-9,155	-26,199
<b>1986</b>					
Number of observations in sample	8,186				
Average sales \$	155,311	37,452	67,098	112,328	404,355
Average expense \$	140,214	27,793	54,758	97,595	380,709
Average net profit (loss) \$	15,097	9,659	12,340	14,733	23,656
Businesses reporting a profit (No.)	7,278				
Average sales \$	155,637	37,683	67,197	111,949	405,720
Average expense \$	134,699	25,120	51,465	93,509	368,702
Average net profit \$	20,938	12,563	15,732	18,440	37,018
Businesses reporting a loss (No.)	908				
Average sales \$	154,278	36,250	66,470	114,642	399,748
Average expense \$	165,384	41,684	75,679	122,539	421,635
Average net loss \$	-11,106	-5,434	-9,209	-7,897	-21,887
<b>1987</b>					
Number of observations in sample	5,164				
Average sales \$	147,137	36,694	62,687	106,002	383,165
Average expense \$	132,291	26,528	51,072	91,396	360,169
Average net profit (loss) \$	14,846	10,166	11,615	14,606	22,996
Businesses reporting a profit (No.)	4,152				
Average sales \$	146,544	36,810	62,732	105,896	380,736
Average expense \$	125,910	23,712	47,202	86,624	346,102
Average net profit \$	20,634	13,098	15,530	19,272	34,634
Businesses reporting a loss (No.)	1,012				
Average sales \$	149,392	35,960	62,461	106,572	392,574
Average expense \$	161,574	44,267	70,552	116,826	414,651
Average net loss \$	-12,182	-8,307	-8,091	-10,254	-22,077

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CAT 20  
IST 20  
S 51

Publications

# (DRY BULK MATERIALS) TRUCKING INDUSTRY

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	368				
Low sales value (\$000's)	(1)	(1)	47	67	155
High sales value (\$000's)	(1)	47	67	155	1

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	33.0	27.7	32.4	41.8	29.9	94.6	34.9	32.7	34.0	42.2	30.1
Depreciation	11.1	10.2	11.3	12.5	10.2	87.8	12.6	13.9	13.7	12.7	10.7
Repairs & maintenance	11.1	8.0	10.9	16.1	9.4	68.4	16.3	18.4	17.2	17.9	12.4
Fuel expense	10.8	9.5	10.1	13.2	10.3	62.0	17.4	19.2	17.8	17.1	15.9
Personnel expenses	11.9	6.4	6.4	11.3	23.1	75.0	15.8	12.5	9.7	13.4	23.7
Financial expenses	3.5	2.0	3.7	4.3	3.8	88.4	3.9	2.5	4.6	4.7	3.8
Interest & bank charges	2.7	1.2	2.9	3.5	3.2	73.7	3.7	2.6	4.5	3.9	3.5
Professional fees	0.7	0.8	0.8	0.8	0.6	68.7	1.1	1.3	1.4	1.1	0.7
Other expenses	37.6	48.1	37.3	29.8	35.6	100.0	37.6	48.1	37.3	29.8	35.6
Profit (loss)	14.0	15.7	20.2	12.8	7.6	99.6	14.1	15.7	20.2	12.8	7.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4564 - Dry Bulk Materials Trucking Industry

Businesses primarily engaged in transporting, usually by dump-trucks, such dry bulk materials as cement, fill, sand and debris including snow. Included are businesses engaged in the dry materials bulk hopper truck service, dry bulk truck transporting service, dry chemicals bulk tank truck service, dump truck transporting service (fill, sand, debris), snow hauling truck service and dry bulk tank truck transporting service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	211				
Low sales value (\$000's)	(1)	(1)	117	188	373
High sales value (\$000's)	(1)	117	188	373	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	7	11	23	81
Inventory	-	-	-	-	-
Other current assets	34	7	17	24	86
Total current assets	65	14	28	48	167
Fixed assets	134	62	73	106	292
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	1	6	7	38
<b>Total assets</b>	<b>211</b>	<b>78</b>	<b>107</b>	<b>161</b>	<b>497</b>
<b>Liabilities and equity</b>					
Current loans	19	7	12	18	40
Other current liabilities	51	16	22	33	134
Total current liabilities	71	23	33	51	174
Mortgages payable	-	-	-	-	-
Long term debt	11	1	11	13	19
Other liabilities	68	58	44	47	124
<b>Total liabilities</b>	<b>150</b>	<b>82</b>	<b>89</b>	<b>111</b>	<b>318</b>
<b>Total equity</b>	<b>61</b>	<b>-4</b>	<b>18</b>	<b>50</b>	<b>179</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	211				
Low sales value (\$000's)	(1)	(1)	117	188	373
High sales value (\$000's)	(1)	117	188	373	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.8	0.9	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-19.3	4.9	2.2	1.8
Interest coverage ratio (times)	2.7	0.3	1.8	2.8	3.4
Debt ratio (times)	0.7	1.1	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	97				
Low sales value (\$000's)	(1)	(1)	105	208	423
High sales value (\$000's)	(1)	105	208	423	1
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	4	11	18	56
Depreciation	36	10	27	28	72
Other	-9	-1	-16	-3	-14
<b>Dividends</b>	-3	-2	-1	-5	-5
<b>Investment activities</b>					
Disposal of fixed assets	21	5	26	7	39
Purchase of fixed assets	-65	-10	-32	-40	-169
Increase in investment	-3	-	-	-	-10
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	32	14	4	26	86
Repayment of long term debt	-28	-17	-12	-30	-52
Loans from shareholders	5	1	5	5	9
Repayment of loans from shareholders	-6	-3	-4	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-1	-	-1
Other	-	-	1	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-	7	-	-2
<b>Cash &amp; equivalents-Beginning of the year</b>	7	-3	14	5	6
<b>Cash &amp; equivalents - End of the year</b>	9	-2	21	5	4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,538	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
1987					
Total	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	567				
Average sales \$	150,430	32,494	53,602	85,140	430,482
Average expense \$	133,504	26,183	42,426	68,647	396,758
Average net profit (loss) \$	16,926	6,311	11,176	16,493	33,724
Businesses reporting a profit (No.)	513				
Average sales \$	149,353	32,900	53,437	86,511	424,562
Average expense \$	129,268	23,919	41,402	66,682	385,069
Average net profit \$	20,085	8,981	12,035	19,829	39,493
Businesses reporting a loss (No.)	54				
Average sales \$	163,469	30,602	56,812	75,689	490,774
Average expense \$	174,279	36,740	62,401	82,190	515,784
Average net loss \$	-10,810	-6,138	-5,589	-6,501	-25,010
<b>1986</b>					
Number of observations in sample	783				
Average sales \$	163,951	37,780	65,218	114,533	438,271
Average expense \$	147,447	28,913	52,778	101,217	406,880
Average net profit (loss) \$	16,504	8,867	12,440	13,316	31,391
Businesses reporting a profit (No.)	638				
Average sales \$	162,894	37,681	65,418	114,695	433,781
Average expense \$	141,113	27,053	51,002	97,952	388,435
Average net profit \$	21,781	10,618	14,416	16,743	45,346
Businesses reporting a loss (No.)	145				
Average sales \$	167,752	38,704	63,504	113,477	455,321
Average expense \$	178,376	46,039	68,015	122,545	476,906
Average net loss \$	-10,624	-7,335	-4,511	-9,068	-21,585
<b>1987</b>					
Number of observations in sample	366				
Average sales \$	155,425	36,976	56,205	107,874	420,646
Average expense \$	141,179	30,638	45,549	94,942	393,587
Average net profit (loss) \$	14,246	6,338	10,656	12,932	27,059
Businesses reporting a profit (No.)	288				
Average sales \$	152,886	37,495	56,411	104,541	413,098
Average expense \$	132,947	28,288	43,295	86,844	373,362
Average net profit \$	19,939	9,207	13,116	17,697	39,736
Businesses reporting a loss (No.)	78				
Average sales \$	166,027	35,449	54,821	122,824	451,014
Average expense \$	176,119	37,543	60,702	131,274	474,955
Average net loss \$	-10,092	-2,094	-5,881	-8,450	-23,941

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
ES 51

Document  
Publication

# (FOREST PRODUCTS) TRUCKING INDUSTRY

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada    Industrie, Sciences et Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	420					
Low sales value (\$000's)	(1)	(1)	65	105	176	
High sales value (\$000's)	(1)	65	105	176	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.8	2.9	2.6	0.7	5.1	10.2	27.6	69.0	23.8	7.0	32.9
Occupancy expenses	31.2	33.7	34.9	32.1	24.2	98.2	31.8	36.1	34.9	32.3	24.2
Depreciation	11.9	10.9	12.8	14.0	9.6	91.7	12.9	15.1	13.0	14.4	9.8
Repairs & maintenance	16.4	20.2	18.0	15.9	11.7	80.5	20.4	28.3	22.2	18.9	13.9
Heat, light & telephone	0.7	0.6	1.0	0.6	0.5	67.3	1.0	1.1	1.4	0.9	0.7
Rent	2.3	2.0	3.1	1.6	2.3	37.9	6.0	12.1	8.1	3.7	4.4
Personnel expenses	16.6	12.5	11.4	18.3	24.1	83.0	20.0	23.4	13.6	18.4	25.7
Financial expenses	4.6	4.5	5.5	4.8	3.4	92.3	4.9	5.5	5.8	5.2	3.4
Interest & bank charges	3.7	3.9	4.6	3.7	2.6	86.1	4.3	5.3	5.2	4.3	2.7
Professional fees	0.9	0.6	0.9	1.0	0.9	75.6	1.1	1.4	1.1	1.3	0.9
Other expenses	34.7	37.6	33.9	32.9	34.5	98.9	35.1	39.5	33.9	32.9	34.5
Profit (loss)	10.2	8.7	11.7	11.2	8.7	98.7	10.3	8.7	11.7	11.7	8.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4565 - Forest Products Trucking Industry

Businesses primarily engaged in transporting pulpwood, wood chips and saw-logs whether or not specialized equipment is used. Included are businesses engaged in the log hauling trucking service, lumber hauling truck service, timber hauling truck service and the wood chips truck hauling service.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	252				
Low sales value (\$000's)	(1)	(1)	98	165	327
High sales value (\$000's)	(1)	98	165	327	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	2	6	15	47
Inventory	-	-	-	-	-
Other current assets	37	9	15	31	92
Total current assets	55	12	21	46	139
Fixed assets	118	46	74	118	232
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	16	8	9	8	41
<b>Total assets</b>	<b>189</b>	<b>66</b>	<b>104</b>	<b>172</b>	<b>411</b>
<b>Liabilities and equity</b>					
Current loans	13	6	9	10	26
Other current liabilities	50	14	24	45	115
Total current liabilities	63	21	34	55	141
Mortgages payable	-	-	-	-	-
Long term debt	12	13	5	11	19
Other liabilities	51	26	46	40	90
<b>Total liabilities</b>	<b>125</b>	<b>60</b>	<b>85</b>	<b>106</b>	<b>250</b>
<b>Total equity</b>	<b>64</b>	<b>6</b>	<b>19</b>	<b>67</b>	<b>161</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Forest Products Trucking Industry (SIC 4565)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	252				
Low sales value (\$000's)	(1)	(1)	98	165	327
High sales value (\$000's)	(1)	98	165	327	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.6	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	9.7	4.5	1.6	1.5
Interest coverage ratio (times)	3.1	...	2.0	4.6	4.0
Debt ratio (times)	0.7	0.9	0.8	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	151				
Low sales value (\$000's)	(1)	(1)	96	180	345
High sales value (\$000's)	(1)	96	180	345	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	20	-10	11	22	54
Depreciation	31	12	21	29	61
Other	-6	-3	-1	-8	-14
<b>Dividends</b>	-5	-	-3	-7	-9
<b>Investment activities</b>					
Disposal of fixed assets	20	10	25	18	28
Purchase of fixed assets	-53	-23	-31	-54	-103
Increase in investment	-3	-	-	-	-12
Decrease in investment	2	-	-	-	6
<b>Financing activities</b>					
Increase in long term debt	27	17	21	24	47
Repayment of long term debt	-28	-4	-33	-23	-50
Loans from shareholders	5	6	1	3	8
Repayment of loans from shareholders	-6	-2	-6	-5	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	3
Decrease in equity	-2	-3	-	-	-4
Other	-	-	1	1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	3	-1	6	1	5
Cash & equivalents-Beginning of the year	24	1	12	18	63
Cash & equivalents - End of the year	27	-	18	18	68

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
1987					
Total	21,463	3,667,413	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	647				
Average sales \$	177,639	48,974	95,103	137,120	429,360
Average expense \$	156,261	41,738	82,392	110,564	390,350
Average net profit (loss) \$	21,378	7,236	12,711	26,556	39,010
Businesses reporting a profit (No.)	574				
Average sales \$	176,682	49,281	95,826	137,065	424,554
Average expense \$	150,272	38,630	78,403	109,461	374,592
Average net profit \$	26,410	10,651	17,423	27,604	49,962
Businesses reporting a loss (No.)	73				
Average sales \$	183,796	47,929	92,059	139,057	456,139
Average expense \$	194,889	52,308	99,194	149,895	478,159
Average net loss \$	-11,093	-4,379	-7,135	-10,838	-22,020
<b>1986</b>					
Number of observations in sample	678				
Average sales \$	194,402	55,685	104,960	142,899	474,063
Average expense \$	179,503	49,760	92,639	127,240	448,372
Average net profit (loss) \$	14,899	5,925	12,321	15,659	25,691
Businesses reporting a profit (No.)	590				
Average sales \$	192,413	56,525	104,531	141,903	466,693
Average expense \$	169,904	47,767	86,975	118,885	425,990
Average net profit \$	22,509	8,758	17,556	23,018	40,703
Businesses reporting a loss (No.)	88				
Average sales \$	201,732	52,701	106,421	146,487	501,317
Average expense \$	214,324	56,838	111,945	157,369	531,144
Average net loss \$	-12,592	-4,137	-5,524	-10,882	-29,827
<b>1987</b>					
Number of observations in sample	436				
Average sales \$	178,997	49,949	84,429	133,247	448,364
Average expense \$	163,645	48,785	74,090	117,852	413,852
Average net profit (loss) \$	15,352	1,164	10,339	15,395	34,512
Businesses reporting a profit (No.)	339				
Average sales \$	181,256	51,353	84,530	137,059	452,082
Average expense \$	155,989	39,342	69,679	112,070	402,864
Average net profit \$	25,267	12,011	14,851	24,989	49,218
Businesses reporting a loss (No.)	97				
Average sales \$	172,248	46,710	84,104	123,583	434,596
Average expense \$	186,506	70,572	88,387	132,513	454,551
Average net loss \$	-14,258	-23,862	-4,283	-8,930	-19,955

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# GENERAL FREIGHT TRUCKING INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	3,724					
Low sales value (\$000's)	(1)	(1)	46	78	102	
High sales value (\$000's)	(1)	46	78	128		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.1	1.2	0.5	1.0	1.7	5.5	20.0	21.8	12.8	23.4	20.3
Occupancy expenses	22.7	20.1	23.1	24.7	22.7	97.8	23.2	21.1	23.7	25.0	22.8
Depreciation	10.0	8.6	9.9	11.5	10.2	87.8	11.4	10.4	11.9	12.7	10.7
Repairs & maintenance	9.1	8.3	10.0	10.0	8.3	67.3	13.6	15.0	15.1	13.8	11.0
Heat, light & telephone	0.8	0.8	0.8	0.8	0.9	59.2	1.4	1.7	1.6	1.3	1.2
Rent	2.7	2.4	2.5	2.4	3.4	44.8	6.0	7.8	6.4	5.2	5.3
Personnel expenses	11.9	6.2	9.8	11.8	19.9	72.0	16.5	12.3	14.6	14.9	21.6
Financial expenses	4.0	3.4	4.1	4.5	4.0	92.0	4.3	4.0	4.5	4.7	4.1
Interest & bank charges	3.3	2.7	3.3	3.9	3.3	77.4	4.3	4.3	4.5	4.7	3.7
Professional fees	0.7	0.7	0.7	0.6	0.7	75.4	0.9	1.1	1.0	0.8	0.8
Other expenses	42.0	38.5	42.2	43.5	43.7	99.9	42.0	38.6	42.3	43.5	43.7
Profit (loss)	18.4	30.6	20.3	14.5	8.1	98.1	18.7	31.0	20.8	14.9	8.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 4561 General Freight Trucking Industry

Businesses primarily engaged in the provision of local and long distance trucking and transfer of general freight. This industry includes general freight cartage services, general freight local trucking services, general freight long distance trucking services, general freight transfer trucking services, general freight truck transport services and general freight trucking contractors.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,768				
Low sales value (\$000's)	(1)	(1)	86	138	284
High sales value (\$000's)	(1)	86	138	284	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	7	14	72
Inventory	-	-	-	-	-
Other current assets	28	10	15	22	65
Total current assets	52	13	22	36	137
Fixed assets	95	30	60	82	210
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	2	9	7	34
<b>Total assets</b>	<b>160</b>	<b>45</b>	<b>91</b>	<b>124</b>	<b>381</b>
<b>Liabilities and equity</b>					
Current loans	13	4	6	9	32
Other current liabilities	47	14	29	32	112
Total current liabilities	60	18	35	42	144
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	8	18
Other liabilities	50	20	34	47	99
<b>Total liabilities</b>	<b>119</b>	<b>41</b>	<b>74</b>	<b>97</b>	<b>261</b>
<b>Total equity</b>	<b>42</b>	<b>4</b>	<b>17</b>	<b>27</b>	<b>120</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,768				
Low sales value (\$000's)	(1)	(1)	86	138	284
High sales value (\$000's)	(1)	86	138	284	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.6	0.9	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	11.7	4.4	3.6	2.2
Interest coverage ratio (times)	2.4	0.5	1.7	2.3	3.0
Debt ratio (times)	0.7	0.9	0.8	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	841				
Low sales value (\$000's)	(1)	(1)	92	140	298
High sales value (\$000's)	(1)	92	140	298	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	2	7	10	32
Depreciation	26	8	19	21	54
Other	-5	-2	-1	-5	-12
<b>Dividends</b>	-4	-2	-2	-5	-8
<b>Investment activities</b>					
Disposal of fixed assets	18	4	22	14	30
Purchase of fixed assets	-46	-12	-32	-30	-108
Increase in investment	-2	-1	-2	-	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	24	6	17	19	56
Repayment of long term debt	-20	-6	-14	-18	-43
Loans from shareholders	7	6	4	3	16
Repayment of loans from shareholders	-8	-2	-12	-6	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	1
Decrease in equity	-1	-	-	-1	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>4</b>
Cash & equivalents-Beginning of the year	5	8	-5	8	9
Cash & equivalents - End of the year	8	10	-1	11	13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
1987					
Total	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,486				
Average sales \$	186,498	40,234	74,675	121,891	509,190
Average expense \$	171,080	31,240	64,203	108,729	480,147
Average net profit (loss) \$	15,418	8,994	10,472	13,162	29,043
Businesses reporting a profit (No.)	2,217				
Average sales \$	187,998	39,948	74,046	121,344	516,655
Average expense \$	165,427	28,499	59,552	103,661	469,995
Average net profit \$	22,571	11,449	14,494	17,683	46,660
Businesses reporting a loss (No.)	269				
Average sales \$	181,721	42,095	77,625	124,644	482,519
Average expense \$	196,442	49,047	86,030	134,276	516,415
Average net loss \$	-14,721	-6,952	-8,405	-9,632	-33,896
<b>1986</b>					
Number of observations in sample	1,667				
Average sales \$	214,605	39,423	79,530	140,000	599,468
Average expense \$	201,463	29,421	71,123	131,280	574,029
Average net profit (loss) \$	13,142	10,002	8,407	8,720	25,439
Businesses reporting a profit (No.)	1,417				
Average sales \$	223,130	38,989	79,560	140,236	633,733
Average expense \$	199,893	24,530	65,194	122,139	587,708
Average net profit \$	23,237	14,459	14,366	18,097	46,025
Businesses reporting a loss (No.)	250				
Average sales \$	193,596	40,969	79,425	139,574	514,416
Average expense \$	206,663	46,835	91,999	147,741	540,075
Average net loss \$	-13,067	-5,866	-12,574	-8,167	-25,659
<b>1987</b>					
Number of observations in sample	3,773				
Average sales \$	133,924	36,019	60,206	100,152	339,317
Average expense \$	119,312	25,142	47,673	85,743	318,688
Average net profit (loss) \$	14,612	10,877	12,533	14,409	20,629
Businesses reporting a profit (No.)	3,087				
Average sales \$	132,327	36,054	59,936	99,842	333,476
Average expense \$	112,751	22,763	43,555	81,523	303,162
Average net profit \$	19,576	13,291	16,381	18,319	30,314
Businesses reporting a loss (No.)	686				
Average sales \$	140,932	35,749	61,591	102,209	364,179
Average expense \$	152,732	43,599	68,820	113,727	384,782
Average net loss \$	-11,800	-7,850	-7,229	-11,518	-20,603

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

Government  
Publication

# VENDING MACHINE OPERATORS

14

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Vending Machine Operators (SIC 6911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.5	--	--	--	--	88.3	58.3	--	--	--	--
Occupancy expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Depreciation	6.3	--	--	--	--	93.3	6.7	--	--	--	--
Repairs & maintenance	2.0	--	--	--	--	74.4	2.7	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	75.4	1.6	--	--	--	--
Rent	2.4	--	--	--	--	71.3	3.4	--	--	--	--
Personnel expenses	15.2	--	--	--	--	85.5	17.7	--	--	--	--
Financial expenses	2.9	--	--	--	--	93.7	3.1	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	85.3	2.4	--	--	--	--
Professional fees	0.8	--	--	--	--	73.1	1.1	--	--	--	--
Other expenses	14.5	--	--	--	--	100.0	14.5	--	--	--	--
Profit (loss)	4.1	--	--	--	--	100.0	4.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6911 - Vending Machine Operators

Businesses primarily engaged in retail dealing, using coin-operated vending machines to dispense a variety of products. Included are beverage vending machine operators, cigarette vending machine operators, confectionery vending machine operators, food vending machine operators and retail non-store vending machine merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Vending Machine Operators (SIC 6911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	103	--	--	--	--
Total current assets	109	--	--	--	--
Fixed assets	75	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	46	--	--	--	--
<b>Total assets</b>	<b>231</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	14	--	--	--	--
Other current liabilities	37	--	--	--	--
Total current liabilities	51	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	29	--	--	--	--
<b>Total liabilities</b>	<b>82</b>	--	--	--	--
<b>Total equity</b>	<b>149</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Vending Machine Operators (SIC 6911)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.1	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.6	--	--	--	--
Interest coverage ratio (times)	3.2	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Vending Machine Operators (SIC 6911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	--	--	--	--
Depreciation	41	--	--	--	--
Other	-4	--	--	--	--
<b>Dividends</b>	-25	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-17	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	27	--	--	--	--
Repayment of loans from shareholders	-46	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-13	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	27	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	14	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Vending Machine Operators (SIC 6911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	577	62,797	5,610	75	40
less than 20	513	23,415	2,053	74	39
20 - 99	55	23,196	1,931	1	-
100 - 499	9	16,186	1,626	-	1
500 and over	-	-	-	-	-
1987					
Total	530	72,415	5,306	68	...
less than 20	469	27,438	2,032	64	...
20 - 99	49	23,061	1,684	3	...
100 - 499	12	21,916	1,590	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Vending Machine Operators (SIC 6911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	107				
Average sales \$	243,645	39,947	74,718	243,868	616,048
Average expense \$	236,988	35,932	70,343	233,607	608,068
Average net profit (loss) \$	6,657	4,015	4,375	10,261	7,980
Businesses reporting a profit (No.)	81				
Average sales \$	266,982	39,518	73,506	245,407	709,496
Average expense \$	246,480	31,719	66,974	220,783	666,445
Average net profit \$	20,502	7,799	6,532	24,624	43,051
Businesses reporting a loss (No.)	26				
Average sales \$	216,962	40,942	82,941	241,891	502,073
Average expense \$	231,466	45,699	93,214	250,085	536,867
Average net loss \$	-14,504	-4,757	-10,273	-8,194	-34,794
<b>1986</b>					
Number of observations in sample	78				
Average sales \$	297,699	39,396	66,957	179,115	905,329
Average expense \$	283,267	33,062	62,759	179,879	857,366
Average net profit (loss) \$	14,432	6,334	4,198	-764	47,963
Businesses reporting a profit (No.)	60				
Average sales \$	334,401	39,259	67,798	238,691	991,855
Average expense \$	311,359	31,560	62,384	227,003	924,489
Average net profit \$	23,042	7,699	5,414	11,688	67,366
Businesses reporting a loss (No.)	18				
Average sales \$	222,888	40,179	61,571	153,326	636,475
Average expense \$	228,773	41,658	65,155	159,480	648,800
Average net loss \$	-5,885	-1,479	-3,584	-6,154	-12,325
<b>1987</b>					
Number of observations in sample	197				
Average sales \$	183,361	37,316	66,989	164,045	465,094
Average expense \$	178,247	37,656	58,045	163,662	453,626
Average net profit (loss) \$	5,114	-340	8,944	383	11,468
Businesses reporting a profit (No.)	122				
Average sales \$	184,441	31,868	64,295	160,208	481,392
Average expense \$	173,180	26,624	51,371	150,338	464,386
Average net profit \$	11,261	5,244	12,924	9,870	17,006
Businesses reporting a loss (No.)	75				
Average sales \$	177,774	42,771	76,309	180,425	411,590
Average expense \$	192,167	48,701	81,127	220,532	418,306
Average net loss \$	-14,393	-5,930	-4,818	-40,107	-6,716

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







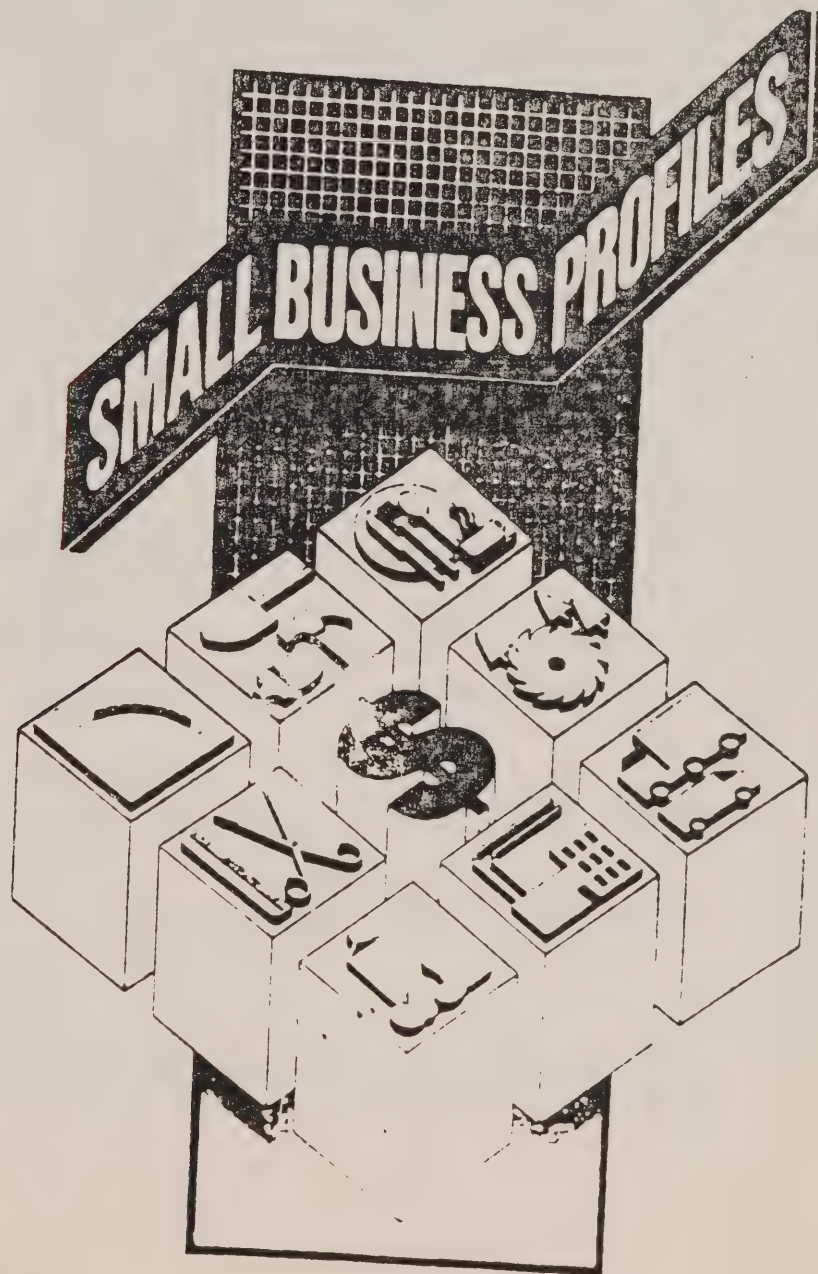


CA1  
IST 20  
S 51

# VIDEO MOVIES & AUDIO-VISUAL EQUIPMENT RENTAL & LEASING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	316				
Low sales value (\$000's)	(1)	(1)	50	93	143
High sales value (\$000's)	(1)	50	93	143	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales'				
Occupancy expenses	36.6	37.5	41.2	35.7	32.1	99.6	36.8	38.0	41.2	35.7	32.2
Depreciation	22.4	21.1	25.6	21.7	21.1	89.6	24.9	31.7	27.0	21.8	21.6
Repairs & maintenance	1.2	1.3	0.7	1.7	1.1	72.7	1.6	1.9	1.1	2.1	1.3
Heat, light & telephone	2.3	2.5	2.7	2.1	1.8	91.6	2.5	2.9	3.0	2.2	1.9
Rent	10.8	12.6	12.2	10.2	8.1	89.9	12.0	14.4	13.9	11.1	8.9
Personnel expenses	20.0	15.3	19.2	23.6	21.8	84.1	23.8	23.5	25.0	24.5	22.2
Financial expenses	5.1	5.0	7.1	4.8	3.6	97.5	5.2	5.1	7.2	5.0	3.7
Interest & bank charges	3.4	4.0	3.9	3.2	2.5	82.8	4.1	5.4	4.5	3.9	2.9
Professional fees	1.7	1.0	3.1	1.6	1.1	86.9	2.0	1.4	3.5	1.7	1.2
Other expenses	30.7	36.0	24.5	25.9	36.4	100.0	30.7	36.0	24.5	25.9	36.4
Profit (loss)	7.6	6.1	8.1	10.0	6.1	97.9	7.7	6.1	8.2	10.4	6.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9912 - Audio-Visual Equipment Rental and Leasing

Businesses primarily engaged renting and leasing audio-visual equipment. Businesses engaged in audio-visual rental and leasing, projection equipment rental, public address system rental, rental of audio-visual equipment, sound equipment rental, tape recorder rental and television rental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	214				
Low sales value (\$000's)	(1)	(1)	67	113	183
High sales value (\$000's)	(1)	67	113	183	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	4	-	3	1	12
Inventory	-	-	-	-	-
Other current assets	24	7	18	18	53
Total current assets	28	8	21	19	65
Fixed assets	80	36	53	65	164
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	1	5	2	40
<b>Total assets</b>	<b>120</b>	<b>45</b>	<b>79</b>	<b>86</b>	<b>269</b>
<b>Liabilities and equity</b>					
Current loans	11	3	3	12	24
Other current liabilities	33	15	17	24	76
Total current liabilities	44	18	20	36	100
Mortgages payable	-	-	-	-	-
Long term debt	5	2	-	6	13
Other liabilities	46	34	36	37	76
<b>Total liabilities</b>	<b>95</b>	<b>54</b>	<b>56</b>	<b>80</b>	<b>189</b>
<b>Total equity</b>	<b>25</b>	<b>-8</b>	<b>23</b>	<b>7</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	214				
Low sales value (\$000's)	(1)	(1)	67	113	183
High sales value (\$000's)	(1)	67	113	183	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.4	1.1	0.5	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.8	-6.5	2.5	12.0	2.3
Interest coverage ratio (times)	3.5	..	6.0	2.2	4.5
Debt ratio (times)	0.8	1.2	0.7	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	64				
Low sales value (\$000's)	(1)	(1)	101	122	238
High sales value (\$000's)	(1)	101	122	238	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-4	-2	5	29
Depreciation	55	24	34	63	82
Other	6	4	21	6	-2
<b>Dividends</b>	-2	-	-	-5	-2
<b>Investment activities</b>					
Disposal of fixed assets	7	-	1	8	15
Purchase of fixed assets	-69	-17	-54	-73	-112
Increase in investment	-2	-	-	-1	-5
Decrease in investment	4	22	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	2	5	11
Repayment of long term debt	-7	-3	-	-11	-10
Loans from shareholders	4	1	-	7	4
Repayment of loans from shareholders	-12	-24	-5	-5	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-	-	-2
Other	-1	-4	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	-1	-4	-3	-7
Cash & equivalents-Beginning of the year	5	5	7	-	10
Cash & equivalents - End of the year	1	4	3	-3	3

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,560	73,682	3,148	720	360
less than 20	1,534	44,955	1,929	720	359
20 - 99	19	10,710	438	-	1
100 - 499	-	-	-	-	-
500 and over	7	18,017	781	-	-
1987					
Total	2,096	130,158	6,393	514	...
less than 20	2,038	68,375	3,435	504	...
20 - 99	35	23,908	1,113	4	...
100 - 499	16	10,245	510	6	...
500 and over	7	27,630	1,335	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	269				
Average sales \$	136,860	31,996	53,806	116,349	345,287
Average expense \$	128,242	36,302	50,606	108,940	317,119
Average net profit (loss) \$	8,618	-4,306	3,200	7,409	28,168
Businesses reporting a profit (No.)	199				
Average sales \$	134,080	32,489	55,352	122,310	326,170
Average expense \$	116,687	23,275	46,231	106,506	290,734
Average net profit \$	17,393	9,214	9,121	15,804	35,436
Businesses reporting a loss (No.)	70				
Average sales \$	160,706	31,645	50,985	99,854	460,340
Average expense \$	173,941	45,581	58,589	115,875	475,919
Average net loss \$	-13,235	-13,936	-7,604	-15,821	-15,579
<b>1986</b>					
Number of observations in sample	276				
Average sales \$	123,082	33,275	55,841	107,074	296,136
Average expense \$	110,919	30,344	48,877	100,731	263,725
Average net profit (loss) \$	12,163	2,931	6,964	6,343	32,411
Businesses reporting a profit (No.)	215				
Average sales \$	134,427	34,068	55,775	114,299	333,566
Average expense \$	110,645	23,253	42,788	100,821	275,716
Average net profit \$	23,782	10,815	12,987	13,478	57,850
Businesses reporting a loss (No.)	61				
Average sales \$	99,210	32,465	56,034	87,251	221,089
Average expense \$	111,109	37,590	66,677	100,485	239,683
Average net loss \$	-11,899	-5,125	-10,643	-13,234	-18,594
<b>1987</b>					
Number of observations in sample	370				
Average sales \$	139,286	37,631	66,776	116,946	335,792
Average expense \$	128,329	35,738	61,757	106,443	309,377
Average net profit (loss) \$	10,957	1,893	5,019	10,503	26,415
Businesses reporting a profit (No.)	267				
Average sales \$	144,948	36,995	69,871	117,414	355,511
Average expense \$	123,679	28,668	55,716	100,324	310,007
Average net profit \$	21,269	8,327	14,155	17,090	45,504
Businesses reporting a loss (No.)	103				
Average sales \$	123,910	38,517	60,777	115,555	280,790
Average expense \$	137,822	45,583	73,465	124,621	307,619
Average net loss \$	-13,912	-7,066	-12,688	-9,066	-26,829

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



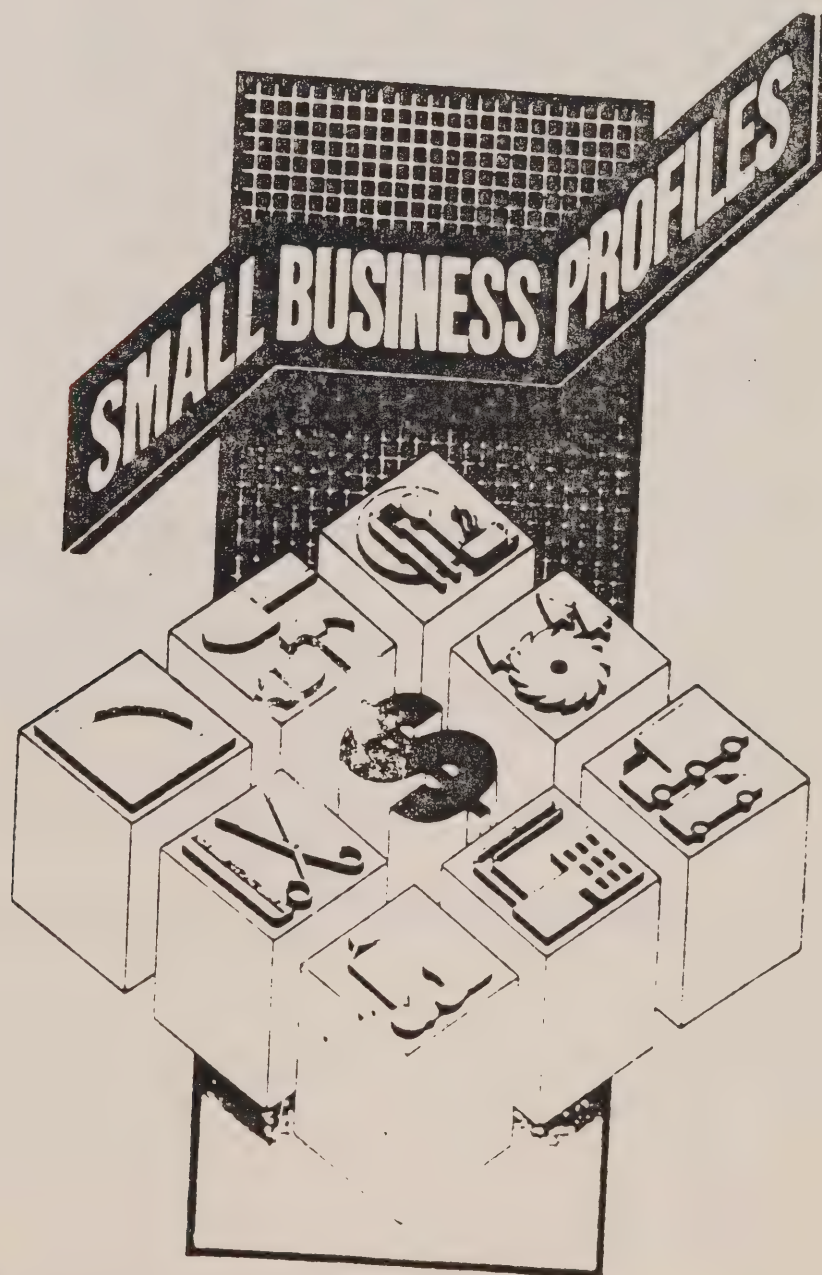


CA1  
IST 20  
S 51

# (WHOLESALE) WASTE MATERIALS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	324					
Low sales value (\$000's)	(1)	(1)	71	142	462	
High sales value (\$000's)	(1)	71	142	462	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.9	32.0	35.0	38.7	53.5	88.6	45.0	33.2	48.4	41.5	57.9
Occupancy expenses	10.0	14.0	9.0	10.8	6.5	97.8	10.3	14.4	9.4	10.8	6.5
Depreciation	3.2	4.0	3.9	3.2	1.7	80.9	4.0	6.1	5.7	3.3	1.9
Repairs & maintenance	2.1	2.3	2.4	2.3	1.6	66.5	3.2	3.5	4.4	3.1	2.2
Heat, light & telephone	2.2	3.1	1.7	2.5	1.5	90.6	2.4	3.6	1.9	2.7	1.6
Rent	2.5	4.5	1.0	2.9	1.6	52.8	4.7	10.9	2.5	4.7	2.3
Personnel expenses	18.9	18.2	14.8	25.5	17.3	88.4	21.4	21.6	19.9	26.0	17.9
Financial expenses	3.1	3.5	4.0	3.2	1.8	90.9	3.4	4.9	4.2	3.3	1.9
Interest & bank charges	2.3	2.3	3.3	2.3	1.1	72.6	3.1	4.2	4.7	2.8	1.4
Professional fees	0.9	1.2	0.8	0.9	0.7	82.0	1.1	2.1	0.9	1.0	0.7
Other expenses	23.1	25.0	28.5	22.8	16.3	100.0	23.1	25.0	28.5	22.8	16.3
Profit (loss)	4.9	7.3	8.7	-1.1	4.6	99.6	4.9	7.3	8.7	-1.2	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5910 - Wholesale Waste Materials

Businesses primarily engaged in automobile wrecking and in buying and selling waste materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	234				
Low sales value (\$000's)	(1)	(1)	134	352	674
High sales value (\$000's)	(1)	134	352	674	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	2	8	31	85
Inventory	-	-	-	-	-
Other current assets	108	47	60	112	210
Total current assets	139	49	68	143	294
Fixed assets	87	40	38	86	185
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	-	5	5	49
<b>Total assets</b>	<b>242</b>	<b>89</b>	<b>112</b>	<b>235</b>	<b>528</b>
<b>Liabilities and equity</b>					
Current loans	24	3	8	30	56
Other current liabilities	61	17	26	65	134
Total current liabilities	85	20	35	95	190
Mortgages payable	-	-	-	-	-
Long term debt	7	7	3	4	15
Other liabilities	57	33	42	44	106
<b>Total liabilities</b>	<b>149</b>	<b>60</b>	<b>80</b>	<b>143</b>	<b>312</b>
<b>Total equity</b>	<b>93</b>	<b>29</b>	<b>32</b>	<b>92</b>	<b>217</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Wholesale Waste Materials (SIC 591)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	234				
Low sales value (\$000's)	(1)	(1)	134	352	674
High sales value (\$000's)	(1)	134	352	674	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.4	2.0	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	2.1	2.5	1.5	1.4
Interest coverage ratio (times)	3.4	2.6	...	3.0	6.0
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	116				
Low sales value (\$000's)	(1)	(1)	145	415	703
High sales value (\$000's)	(1)	145	415	703	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	45	5	95	24	55
Depreciation	12	7	10	10	21
Other	-22	-4	-61	-7	-17
<b>Dividends</b>	-15	-2	-3	-19	-34
<b>Investment activities</b>					
Disposal of fixed assets	14	1	21	10	23
Purchase of fixed assets	-24	-15	-22	-13	-48
Increase in investment	-6	-	-	-1	-21
Decrease in investment	4	-	-	1	14
<b>Financing activities</b>					
Increase in long term debt	17	11	17	3	38
Repayment of long term debt	-9	-2	-5	-4	-25
Loans from shareholders	7	1	4	4	20
Repayment of loans from shareholders	-19	-7	-51	-2	-18
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-2	-2	-	-	-7
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-5	5	6	-1
<b>Cash &amp; equivalents-Beginning of the year</b>	8	9	3	15	6
<b>Cash &amp; equivalents - End of the year</b>	10	5	7	21	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Waste Materials (SIC 591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,387	164,413	9,879	189	122
less than 20	1,256	74,404	4,537	177	117
20 - 99	113	63,981	3,839	7	4
100 - 499	18	26,028	1,503	5	1
500 and over	-	-	-	-	-
1987					
Total	1,505	210,747	10,608	228	...
less than 20	1,360	93,476	4,719	221	...
20 - 99	128	90,888	4,595	6	...
100 - 499	17	26,383	1,294	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Waste Materials (SIC 591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	227				
Average sales \$	329,857	46,857	115,854	221,372	935,343
Average expense \$	320,845	40,017	110,026	212,777	920,558
Average net profit (loss) \$	9,012	6,840	5,828	8,595	14,785
Businesses reporting a profit (No.)	185				
Average sales \$	338,090	48,016	112,535	230,026	961,784
Average expense \$	314,719	38,451	100,055	210,225	910,146
Average net profit \$	23,371	9,565	12,480	19,801	51,638
Businesses reporting a loss (No.)	42				
Average sales \$	302,980	41,477	121,181	185,269	863,992
Average expense \$	336,350	47,290	126,033	223,423	948,652
Average net loss \$	-33,370	-5,813	-4,852	-38,154	-84,660
<b>1986</b>					
Number of observations in sample	319				
Average sales \$	282,212	42,790	100,035	216,309	769,714
Average expense \$	271,336	40,841	92,223	211,571	740,703
Average net profit (loss) \$	10,876	1,949	7,812	4,738	29,005
Businesses reporting a profit (No.)	275				
Average sales \$	276,411	39,248	99,574	222,044	744,777
Average expense \$	255,375	29,142	88,028	201,412	702,918
Average net profit \$	21,036	10,106	11,546	20,632	41,859
Businesses reporting a loss (No.)	44				
Average sales \$	358,662	48,453	102,036	206,149	1,078,008
Average expense \$	401,876	59,550	110,465	229,569	1,207,919
Average net loss \$	-43,214	-11,097	-8,429	-23,420	-129,911
<b>1987</b>					
Number of observations in sample	354				
Average sales \$	339,455	46,241	102,474	284,492	924,613
Average expense \$	324,473	42,351	93,187	291,137	871,216
Average net profit (loss) \$	14,982	3,890	9,287	-6,645	53,397
Businesses reporting a profit (No.)	275				
Average sales \$	344,368	45,285	104,550	304,253	923,383
Average expense \$	314,115	36,205	87,991	277,896	854,367
Average net profit \$	30,253	9,080	16,559	26,357	69,016
Businesses reporting a loss (No.)	79				
Average sales \$	334,946	48,031	97,878	261,980	931,895
Average expense \$	358,934	53,860	104,696	306,221	970,957
Average net loss \$	-23,988	-5,829	-6,818	-44,241	-39,062

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

WELDING

11

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	455				
Low sales value (\$000's)	(1)	(1)	37	59	120
High sales value (\$000's)	(1)	37	59	120	120

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	13.2	18.1	12.8	12.8	9.1	100.0	13.2	18.1	12.8	12.8	9.1
Depreciation	5.7	7.8	7.0	4.7	3.4	90.8	5.3	8.9	7.8	5.3	3.5
Repairs & maintenance	2.9	3.9	2.1	3.6	1.9	63.7	4.5	6.2	3.7	6.1	2.6
Heat, light & telephone	2.0	2.8	1.7	2.2	1.6	82.2	2.5	3.7	2.3	2.5	1.7
Rent	2.5	3.6	2.1	2.3	2.2	51.7	4.9	7.9	4.0	5.3	3.4
Personnel expenses	20.5	9.3	20.0	21.6	30.8	76.5	26.8	20.0	25.5	26.3	31.2
Financial expenses	2.7	3.0	3.5	2.2	2.3	95.5	2.9	3.1	3.8	2.3	2.3
Interest & bank charges	1.7	1.7	2.2	1.5	1.4	75.9	2.2	2.7	3.2	1.8	1.6
Professional fees	1.0	1.2	1.4	0.7	0.8	86.0	1.2	1.4	1.6	0.9	0.9
Other expenses	46.8	47.5	42.7	48.2	48.8	100.0	46.8	47.5	42.7	48.2	48.8
Profit (loss)	16.8	22.2	21.0	15.2	9.1	96.7	17.4	23.0	21.6	15.9	9.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding services, blacksmith services, brazing (welding) services, electric welding services (except construction site), welding repair work and welding shops.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	307				
Low sales value (\$000's)	(1)	(1)	53	93	225
High sales value (\$000's)	(1)	53	93	225	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	23	3	5	19	66
Inventory	-	-	-	-	-
Other current assets	30	10	17	21	74
Total current assets	54	13	21	40	141
Fixed assets	41	15	23	33	92
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	2	1	1	19
<b>Total assets</b>	<b>100</b>	<b>29</b>	<b>45</b>	<b>75</b>	<b>252</b>
<b>Liabilities and equity</b>					
Current loans	7	1	2	6	19
Other current liabilities	30	10	15	23	70
Total current liabilities	37	11	17	29	90
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	3	6
Other liabilities	22	8	12	15	50
<b>Total liabilities</b>	<b>61</b>	<b>19</b>	<b>30</b>	<b>47</b>	<b>146</b>
<b>Total equity</b>	<b>40</b>	<b>10</b>	<b>15</b>	<b>28</b>	<b>105</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Welding (SIC 9942)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	307				
Low sales value (\$000's)	(1)	(1)	53	93	225
High sales value (\$000's)	(1)	53	93	225	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.3	1.4	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	2.0	1.9	1.7	1.4
Interest coverage ratio (times)	5.8	...	5.2	4.3	7.6
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	141				
Low sales value (\$000's)	(1)	(1)	48	104	230
High sales value (\$000's)	(1)	48	104	230	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	16	22	1	12	30
Depreciation	8	3	4	8	16
Other	-10	-42	1	-	-8
<b>Dividends</b>	-5	-	-1	-8	-11
<b>Investment activities</b>					
Disposal of fixed assets	26	118	2	3	2
Purchase of fixed assets	-14	-1	-5	-19	-28
Increase in investment	-	-	-	-	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	4	-	1	1	14
Repayment of long term debt	-25	-103	-1	-2	-12
Loans from shareholders	6	13	2	6	6
Repayment of loans from shareholders	-3	-	-1	-1	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>9</b>	<b>2</b>	<b>-</b>	<b>2</b>
Cash & equivalents-Beginning of the year	15	25	9	21	6
Cash & equivalents - End of the year	17	34	11	22	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,717	135,989	7,299	479	258
less than 20	2,665	106,096	5,712	472	254
20 - 99	52	29,893	1,587	7	4
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	2,839	200,335	9,974	418	...
less than 20	2,750	136,436	6,911	415	...
20 - 99	88	X	2,887	3	...
100 - 499	1	X	176	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	424				
Average sales \$	111,048	32,502	52,649	85,795	273,247
Average expense \$	97,252	23,530	42,615	69,958	252,304
Average net profit (loss) \$	13,796	8,972	10,034	15,837	20,343
Businesses reporting a profit (No.)	386				
Average sales \$	116,556	32,248	52,751	84,903	296,321
Average expense \$	97,684	21,464	37,550	66,367	265,353
Average net profit \$	18,872	10,784	15,201	18,536	30,968
Businesses reporting a loss (No.)	38				
Average sales \$	93,678	34,227	52,295	91,830	196,361
Average expense \$	100,824	37,526	60,078	94,271	211,421
Average net loss \$	-7,146	-3,299	-7,783	-2,441	-15,060
<b>1986</b>					
Number of observations in sample	362				
Average sales \$	130,177	34,794	57,179	90,566	338,169
Average expense \$	114,695	24,552	45,615	81,644	306,966
Average net profit (loss) \$	15,482	10,242	11,564	8,922	31,201
Businesses reporting a profit (No.)	329				
Average sales \$	135,493	34,268	56,687	95,732	355,285
Average expense \$	114,127	21,847	39,416	76,791	318,453
Average net profit \$	21,366	12,421	17,271	18,941	36,832
Businesses reporting a loss (No.)	33				
Average sales \$	101,827	39,344	58,890	81,762	227,310
Average expense \$	109,394	47,944	67,141	89,914	232,577
Average net loss \$	-7,567	-8,600	-8,251	-8,152	-5,267
<b>1987</b>					
Number of observations in sample	527				
Average sales \$	125,104	32,075	48,038	80,819	339,482
Average expense \$	110,874	24,720	37,945	69,279	311,552
Average net profit (loss) \$	14,230	7,355	10,093	11,540	27,930
Businesses reporting a profit (No.)	419				
Average sales \$	127,992	31,736	48,732	81,383	350,118
Average expense \$	108,286	21,439	33,103	66,775	311,825
Average net profit \$	19,706	10,297	15,629	14,608	38,293
Businesses reporting a loss (No.)	108				
Average sales \$	111,223	33,500	45,946	77,920	287,524
Average expense \$	120,862	38,529	52,552	82,145	310,222
Average net loss \$	-9,639	-5,029	-6,606	-4,225	-22,698

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes















